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## 1986's TOP 100

# In Search Of

By CARL GLINES, *Executive Editor*,

**Aggressive cost management, rate cutting and acquisition fever fueled the financial performance of the Top 100 for-hire carriers in 1986. Revenues set new records, halting the cycle of declining profitability.**

The nation's Top 100 truckload and less-than-truckload for-hire carriers reversed a cycle of declining profits in 1986—but just barely—as gross revenues and gross expenses, for the group, set new industry records.

While combined revenues increased almost \$2 billion to

\$26,898,993,000, only 58 carriers benefited in terms of increased profits. Thirty-seven others reported a profit, but their earnings were less in 1986 than in '85. Only 12 carriers lost money, a substantial reduction from the 22 Top 100 carriers that lost money in 1985.

*Continued*

## Top 100

The Top 100 figures for 1986 do not account for motor carriers that went out of business in 1986. It should be noted that some other carriers that appeared in 1985 do not appear in 1986, either because they were exempt from reporting by the Interstate Commerce Commission or they filed too late.

Coastal Tank Lines, ranked 114 in 1985, was acquired by Chemical Leaman and does not appear. Also not appearing individually as in the past, are Associated Truck Lines, Graves Truck Line and Garrett Freightlines. In 1986, the performance of this trio is reflected in combined results filed under ANR Freight System.

An examination of the Top 100 financial statistics for 1986—data accumulated and compiled by the American Trucking Associations exclusively for *Commercial Carrier Journal*—shows the greatest level of profitability was reported by the top 50 companies, 33 of which are classified as general commodity carriers.

The difference between 1986 and '85 in net profits for the top 50 was \$209,987,000. The net profit difference for the same period for all Top 100 carriers was \$209,192,000. That means the top 50 contributed \$795,000 to the overall profitability of the group, not much when you consider the difference in revenue for the top 50 for the same period was \$1.8 billion.

The big winners of 1986 continue to be in the truckload segment of the industry. J.B. Hunt of Lowell, Ark., continues its record of profit growth. The company is now ranked 25 and, for the third consecutive year, is first in operating ratio with a 77.

Builders Transport of Camden, S.C., classified as a building materials carrier, suffered a setback in 1986, dropping to 52 from 47. The company had lower revenues and net profit last year and higher expenses. Builder's operating ratio climbed to 92.2 from 86.9.

Last year was a year of acquisition for Builders Transport. The

company acquired Jay Lines, Inc., Dallas-Fort Worth Station, Tex., for \$5.5 million, plus certain assets belonging to Mendenhall and Continental Carrier Corp., a wholly-owned subsidiary of Mendenhall Enterprises. Jay Lines is ranked 144 this year.

B.M. Shirley, Builders president, said the company recognized it had a "freight balance" problem that resulted in lower earnings. Although the problem was being addressed, he said: "Material improvement in the company's performance is not anticipated until the spring of 1987." The company also had lower earnings because of a \$350,000 increase in insurance reserves and higher income taxes of \$526,000 attributed to the Tax Reform Act.

The Top 100 figures for 1986 confirm that Yellow Freight, of Overland Park, Kan., garnered the industry's number one LTL position, pushing Roadway Express, Akron, Oh., into 4th place in the Top 100. Consolidated Freightways, Portland, Ore., remained securely in 5th place. All three reported increases in revenue and net profits, but Roadway stayed the most profitable, reporting a net income of \$96.6 million for the year on revenues of \$1.5 billion. By contrast, Yellow, despite a bigger market share, reported revenues of \$1.6 billion. Yellow's net profits were \$74.4 million. Roadway's expenses were \$128.1 million less than Yellow's. Roadway's operating ratio for 1986 was 90.3, slightly better than Yellow's 91.5 and CF's 92.1.

In its annual report, Consolidated Freightways said it is the first LTL trucking-based company in the U.S. to generate \$2 billion in revenue. That figure, however, represents consolidated revenues. The Surface Transportation group reported revenues of \$1.8 billion, a 14% increase over 1985. This group includes CF, two Canadian subsidiaries (Canadian Freightways; Canadian Freightways Eastern), plus three regional carriers, Con-Way Western Ex-

press, Con-Way Central Express and Con-Way Eastern. The company is also in the process of starting up Con-way Southern. Con-Way Eastern is ranked 140 in the Second 100.

The big three—Yellow, Roadway and CF—hold about 25% of the total LTL market. Analyst William Legg of Alex. Brown & Sons, Inc., Baltimore, Md., sees that market share increasing 10% within five years. Legg sees this 10% growth coming from shippers who may give up their private fleets in exchange for cheaper rates and better performing LTL carriers with nationwide distribution systems. Yellow Freight, for example, is adding about 70 new terminals in 1987, the same number as it did in 1986.

United Parcel Service of St. Charles, Ill., and New York, continue their profitable ways.

Ranked number one is UPS of Greenwich, Conn., formerly listed as St. Charles. Number two is UPS of New York, now also listed as Greenwich. Both units had higher revenues, but lower profits. Taken jointly, the UPS shortfall in net profits for 1986 amounted to \$13,663,000. The totals are \$354,460,000 for 1986 verses \$368,123,000 for '85.

While some motor carriers continue to unearth profits, others continue to dig themselves deeper into a hole.

One of those is Pilot Freight of Winston-Salem, N.C., considered to be the cornerstone of TNT's U.S. International trucking network. TNT is headquartered in Australia. In 1986, Pilot Freight lost \$7.4 million which was \$6.4 million less than the company lost in 1985. The red ink came despite increased revenues of \$517,000. Taking 1984's performance into consideration, Pilot Freight has lost nearly \$33.3 million in three years. In the U.S., TNT owns BestWay Transportation of Phoenix, Ariz.; TNT Express, Huntington Beach, Calif.; TNT Holland Motor Express, Holland, Mich.; TNT Just-

Continued

|                   |    |                                                 |      |           |           |          |      |      |      |      |
|-------------------|----|-------------------------------------------------|------|-----------|-----------|----------|------|------|------|------|
| 1                 | 1  | UNITED PARCEL SVC INC, GREENWICH, CT            | CMGF | \$5334812 | \$4771556 | \$287747 | 5.4  | 32.9 | 1.21 | 0.00 |
| 2                 | 2  | UNITED PARCEL SVC INC NY, GREENWICH, CT         | CMGF | 2037490   | 1899623   | 66713    | 3.3  | 17.7 | 1.33 | 0.00 |
| 3                 | 4  | YELLOW FREIGHT SYSTEM INC, OVERLAND PARK, KS    | CMGF | 1619175   | 1482285   | 74425    | 4.6  | 19.4 | 0.80 | 0.34 |
| 4                 | 3  | ROADWAY EXPRESS INC, AKRON, OH                  | CMGF | 1499179   | 1354100   | 96613    | 6.4  | 11.7 | 0.86 | 0.00 |
| 5                 | 5  | CONSOLIDATED FRTWAYS OF DE, PORTLAND, OR        | CMGF | 1467329   | 1351606   | 71186    | 4.9  | 13.7 | 1.09 | 0.12 |
| 6                 | 6  | NORTH AMERICAN VAN LINES INC, FORT WAYNE, IN    | CMHG | 744919    | 723000    | 23490    | 3.2  | 10.2 | 1.98 | 0.99 |
| 7                 | 7  | P*IE NATIONWIDE INC, JACKSONVILLE, FL           | CMGF | 660018    | 653869    | 4173     | 0.6  | 9.8  | 0.94 | 1.88 |
| 8                 | 8  | OVERNITE TRPTN CO, RICHMOND, VA                 | CMGF | 529742    | 445078    | 43789    | 8.3  | 18.2 | 2.85 | 0.01 |
| 9                 | 9  | A B F FREIGHT SYSTEM INC, FORT SMITH, AR        | CMGF | 500146    | 470795    | 11492    | 2.3  | 38.9 | 0.50 | 2.00 |
| 10                | 10 | CAROLINA FRT CRRS CORP, CHERRYVILLE, NC         | CMGF | 474032    | 438661    | 17483    | 3.7  | 19.5 | 0.99 | 0.33 |
| 11                | 13 | UNITED VAN LINES INC, FENTON, MO                | CMHG | 397646    | 394147    | 3592     | 0.9  | 5.2  | 1.21 | 0.55 |
| 12                | NR | ANR FREIGHT SYSTEM INC, DENVER, CO              | CMGF | 397439    | 397207    | 451      | 0.1  | 1.2  | 1.10 | 0.20 |
| 13                | 12 | ALLIED VAN LINES INC, BROADVIEW, IL             | CMHG | 376907    | 377246    | 3656     | 1.0  | 0.7  | 1.00 | 0.25 |
| 14                | 14 | SMITH'S TRANSFER CORP, STAUNTON, VA             | CMGF | 363616    | 360824    | 4332     | 1.2  | 15.7 | 0.82 | 1.75 |
| 15                | 15 | TRANSCON LINES, EL SEGUNDO, CA                  | CMGF | 343553    | 332933    | 2317     | 0.7  | 5.4  | 1.20 | 0.41 |
| 13                | 11 | ANCHOR MOTOR FREIGHT INC, BIRMINGHAM, MI        | CTMV | 324547    | 302261    | 5968     | 1.8  | 9.9  | 0.86 | 0.57 |
| 17                | 18 | PRESTON TRUCKING CO INC, PRESTON, MD            | CMGF | 320626    | 309936    | 5197     | 1.6  | 5.2  | 1.63 | 0.16 |
| 18                | 16 | MAYFLOWER TRST INC, CARMEL, IN                  | CMHG | 311951    | 303111    | 4754     | 1.5  | 11.1 | 1.18 | 0.00 |
| 19                | 17 | AMERICAN FRT SYSTEM INC, OVERLAND PARK, KS      | CMGF | 300569    | 293796    | 4116     | 1.4  | 13.0 | 0.67 | 0.11 |
| 20                | 21 | ST JOHNSBURY TRKG CO INC, HOLLISTON, MA         | CMGF | 260171    | 234910    | 10135    | 3.9  | 25.0 | 0.77 | 0.11 |
| 21                | 19 | COMPLETE AUTO TRANSIT INC, BLOOMFIELD HILLS, MI | CTMV | 241693    | 220730    | 11505    | 4.8  | 19.3 | 1.34 | 0.56 |
| 22                | 20 | CENTRAL TRANSPORT INC, STERLING HEIGHTS, MI     | CMGF | 240296    | 232181    | 8816     | 3.7  | 13.0 | 1.16 | 0.04 |
| 23                | 22 | SIGNAL DLVY SERVICE INC, DOWNERS GROVE, IL      | CTRS | 218446    | 200645    | 8181     | 3.7  | 15.4 | 1.09 | 0.43 |
| 24                | NR | • SCHNEIDER TRANSPORT INC, GREEN BAY, WI        | CMSC | 205277    | 201089    | 2543     | 1.2  | 30.4 | 1.17 | 0.00 |
| 25                | 37 | J B HUNT TRANSPORT INC, LOWELL, AR              | CMGF | 203786    | 156844    | 24738    | 12.1 | 38.7 | 1.68 | 1.15 |
| 26                | 24 | MATLACK INC, WILMINGTON, DE                     | CMLP | 203265    | 197747    | 119      | 0.1  | 0.3  | 1.55 | 1.67 |
| 27                | 23 | BEKINS VAN LINES CO, HILLSIDE, IL               | CMHG | 201815    | 199733    | 1510     | 0.7  | 4.4  | 1.63 | 0.07 |
| 28                | 25 | CENTRAL FREIGHT LNS INC, WACO, TX               | CMGF | 195811    | 187406    | 4588     | 2.3  | 4.7  | 1.85 | 0.33 |
| 29                | 27 | BROWN TRANSPORT CORP, ELBERTON, GA              | CMGF | 189710    | 178758    | 5234     | 2.8  | 38.3 | 1.73 | 3.05 |
| 30                | 34 | CHEMICAL LEAMAN TANK LNS, EXTON, PA             | CMLP | 184527    | 176996    | 3157     | 1.7  | 9.4  | 1.09 | 1.01 |
| 31                | 29 | COMMERCIAL CARRIERS INC, SOUTHFIELD, MI         | CMMV | 182935    | 169444    | 6873     | 3.8  | 19.4 | 0.63 | 0.46 |
| 32                | 28 | PILOT FREIGHT CARRIERS INC, WINSTON-SALEM, NC   | CMGF | 181117    | 185685    | 7431     | 4.1  | N.V. | 0.90 | N.V. |
| 33                | 33 | ATLAS VAN LINES INC, EVANSVILLE, IN             | CMHG | 180038    | 167883    | 15       | 0.0  | 1.6  | 0.69 | 3.88 |
| 34                | 31 | BOWMAN TRPTN INC, ATLANTA, GA                   | CMGF | 179776    | 174753    | 1814     | 1.0  | 3.7  | 1.97 | 0.04 |
| 35                | 30 | JONES TRUCK LINES INC, SPRINGDALE, AR           | CMGF | 176201    | 162982    | 6208     | 3.5  | 8.8  | 1.21 | 0.00 |
| 36                | 38 | VIKING FREIGHT SYSTEM INC, SAN JOSE, CA         | CMGF | 170885    | 160418    | 4699     | 2.7  | 10.3 | 1.77 | 0.49 |
| 37                | 36 | THURSTON MOTOR LINES INC, CHARLOTTE, NC         | CMGF | 143703    | 144079    | 1377     | 1.0  | 5.8  | 2.22 | 1.17 |
| 38                | 43 | NU-CAR CARRIERS INC, BRYN MAWR, PA              | CMMV | 133719    | 126070    | 2412     | 1.8  | 18.0 | 0.24 | 0.00 |
| 39                | 50 | NATIONAL FREIGHT INC, VINELAND, NJ              | CMGF | 132942    | 127846    | 1728     | 1.3  | 8.9  | 1.38 | 3.12 |
| 40                | 39 | RYDER FREIGHT SYSTEM INC, SALT LAKE CITY, UT    | CMGF | 129536    | 135727    | 3920     | 3.0  | 9.8  | 1.33 | 0.12 |
| 41                | 42 | WATKINS MOTOR LINES INC, LAKELAND, FL           | CMGF | 126193    | 120945    | 1946     | 1.5  | 11.1 | 1.84 | 0.07 |
| 42                | 52 | MILNE TRUCK LINES INC, PLEASANTON, CA           | CMGF | 125863    | 121953    | 1056     | 0.8  | 3.7  | 0.91 | 0.06 |
| 43                | 48 | HOLLAND MOTOR EXP INC, HOLLAND, MI              | CMGF | 124126    | 108498    | 9191     | 7.4  | 22.9 | 1.54 | 0.01 |
| 44                | 70 | D P D INC, MIAMI, FL                            | CTSC | 121833    | 118587    | 141      | 0.1  | 1.8  | 1.22 | 1.56 |
| 45                | 49 | THE MOTOR CONVOY INC, DECATUR, GA               | CMMV | 119561    | 117725    | 1093     | 0.9  | 16.2 | 1.02 | 0.44 |
| 46                | 41 | C W TRANSPORT INC, WISCONSIN RAPIDS, WI         | CMGF | 117085    | 116112    | 521      | 0.4  | 0.3  | 1.20 | 0.15 |
| 47                | 44 | TRI-STATE MTR TRANSIT CO, JOPLIN, MO            | CMHM | 115736    | 110318    | 4429     | 3.8  | 14.2 | 1.95 | 0.60 |
| 48                | 46 | RED STAR EXP LNS-AUBURN INC, AUBURN, NY         | CMGF | 111559    | 100743    | 8618     | 7.7  | 21.4 | 1.56 | 0.12 |
| 49                | 57 | NORTHWEST TRPT SVC INC, COMMERCE CITY, CO       | CMGF | 110424    | 96412     | 8134     | 7.4  | 19.9 | 2.80 | 0.00 |
| 50                | 53 | A-P-A TRANSPORT CORP, NORTH BERGEN, NJ          | CMGF | 108618    | 95257     | 25509    | 23.5 | 98.4 | 1.37 | 0.70 |
| Totals for Top 50 |    |                                                 |      | 23140343  | 21510510  | 873831   | 3.8  | 17.2 | 1.17 | 0.25 |

|                   |              |              |           |
|-------------------|--------------|--------------|-----------|
| TOTAL TOP 50-1988 | \$23,140,343 | \$21,510,510 | \$873,831 |
| TOTAL TOP 50-1985 | 21,310,882   | 20,036,891   | 683,844   |
| TOTAL TOP 50-1984 | 20,838,173   | 19,750,700   | 677,193   |

|       |       |        |        |       |        |         |        |         |         |         |          |         |         |         |      |
|-------|-------|--------|--------|-------|--------|---------|--------|---------|---------|---------|----------|---------|---------|---------|------|
| 33075 | 4831  | 23743  | 61649  | 178   | 330397 | \$81037 | \$3704 | \$85459 | \$38138 | \$95353 | \$334088 | \$0.32* | \$24486 | \$45857 | \$75 |
| 12754 | 1886  | 4437   | 19077  | 40    | 9522   | 27455   | 1353   | 32597   | 9141    | 42357   | 122425   |         | 10255   | 17681   | 29   |
| 383   | 7997  | 26610  | 34990  | 112   | 14192  | 54276   | 1941   | 21232   | 11735   | 38901   | 142177   | 0.29    | 10098   | 26144   | 42   |
| 507   | 8170  | 22193  | 30870  | 12    | 8485   | 44276   | 1205   | 10380   | 19078   | 23741   | 107166   | 0.26    | 8291    | 18358   | 100  |
| 168   | 7086  | 23799  | 31053  | 0     | 14788  | 47484   | 1716   | 22814   | 13716   | 33744   | 134262   | 0.30    | 9256    | 28829   | 1886 |
| 0     | 395   | 8397   | 8792   | 8258  | 1807   | 764     | NA     | 1       | 5768    | 392     | 8731     | N.V.    | 47      | 89      | 417  |
| 520   | 3674  | 12500  | 16694  | 0     | 6218   | 26593   | 899    | 9838    | 12845   | 9095    | 65487    | 0.32    | 6736    | 11029   | 0    |
| 163   | 4016  | 9532   | 13711  | 0     | 6756   | 22248   | 1034   | 13480   | 4642    | 10709   | 58869    | 0.30    | 4130    | 9385    | 180  |
| 135   | 2242  | 10620  | 12997  | 476   | 2534   | 19218   | 863    | 5117    | 5781    | 4869    | 38382    | 0.22    | 4451    | 6314    | 168  |
| 141   | 2569  | 7896   | 10606  | 186   | 4624   | 12392   | 648    | 6243    | 3327    | 8439    | 35674    | 0.32    | 6467    | 5382    | 38   |
| 0     | 0     | 178    | 178    | 5028  | 78     | 0       | NA     | 0       | 219     | 566     | 864      | N.V.    | 0       | 187     | 0    |
| 159   | 2739  | 9299   | 12197  | 86    | 3362   | 13346   | 685    | 5721    | 7367    | 4493    | 34974    | 0.38    | 4343    | 4999    | 20   |
| 0     | 79    | 328    | 407    | 6161  | 217    | 0       | NA     | 0       | 444     | 326     | 987      | N.V.    | 60      | 156     | 0    |
| 262   | 2181  | 4285   | 6728   | 390   | 3503   | 12502   | 596    | 5403    | 1854    | 5282    | 29140    | 0.24    | 2538    | 5692    | 0    |
| 110   | 1330  | 4097   | 5537   | 0     | 2403   | 11497   | 447    | 4508    | 3792    | 6621    | 29268    | 0.30    | 3248    | 5148    | 390  |
| 0     | 3203  | 3179   | 6373   | 0     | 6421   | 23550   | 601    | 8166    | 4528    | 5231    | 48497    | 0.35    | 5856    | 6449    | 4    |
| 39    | 2022  | 5323   | 7384   | 0     | 4070   | 9227    | 617    | 5894    | 2215    | 8302    | 30324    | 0.41    | 3929    | 3059    | 0    |
| 0     | 0     | 1406   | 1406   | 3410  | 72     | 36      | NA     | 549     | 722     | 616     | 1994     | N.V.    | 5244    | 684     | 0    |
| 51    | 1396  | 5823   | 7270   | 90    | 2451   | 8818    | 448    | 4584    | 2913    | 2915    | 22129    | 0.26    | 1024    | 3691    | 0    |
| 1     | 571   | 867    | 1439   | 994   | 3165   | 6708    | 428    | 2616    | 2097    | 4553    | 19567    | 0.39    | 2061    | 2678    | 0    |
| 1901  | 0     | 1983   | 3884   | 0     | 4590   | 12298   | 440    | 6665    | 3407    | 8501    | 35901    | 0.37    | 3745    | 4742    | 11   |
| 0     | 0     | 0      | 0      | 760   | 5      | 64      | 0      | 1       | 3       | 1275    | 1347     | N.V.    | 2815    | 1660    | 0    |
| 12    | 1576  | 8094   | 9682   | 0     | 4520   | 12349   | 362    | 3897    | 2654    | 1687    | 25469    | N.V.    | 1769    | 0       | 411  |
| 0     | 0     | 0      | 0      | 537   | NA     | NA      | NA     | NA      | NA      | NA      | 17876    | N.V.    | NA      | NA      | NA   |
| 0     | 2527  | 3743   | 6270   | 0     | 5217   | 18329   | 522    | 991     | 1045    | 3689    | 29794    | 0.14    | 5795    | 315     | 12   |
| 49    | 876   | 3339   | 4264   | 625   | 2990   | 7586    | 316    | 5018    | 4666    | 12682   | 33257    | 0.46    | 3814    | 422     | 0    |
| 0     | 1     | 835    | 836    | 0     | 730    | 0       | NA     | 0       | 980     | 577     | 2286     | N.V.    | 0       | 0       | 0    |
| 924   | 1594  | 4161   | 6679   | 0     | 2190   | 6792    | 150    | 4229    | 393     | 2992    | 16745    | 0.30    | 3159    | 2211    | 0    |
| 214   | 1326  | 3403   | 4943   | 0     | 1935   | 7577    | 405    | 2629    | 2190    | 3335    | 18071    | 0.29    | 1408    | 2865    | 51   |
| 0     | 634   | 3018   | 3652   | 842   | 3228   | 6939    | 307    | 3720    | 3346    | 7434    | 24975    | 0.36    | 5255    | 555     | 987  |
| 0     | 1326  | 1516   | 2842   | 330   | 3019   | 9063    | 520    | 4358    | 4154    | 4592    | 25707    | 0.33    | 3108    | 6105    | 0    |
| 51    | 677   | 1963   | 2691   | 461   | 1370   | 5902    | 318    | 3207    | 2961    | 3701    | 17459    | 0.33    | 1941    | 1512    | 0    |
| 0     | 0     | 135    | 135    | 3004  | 142    | 3       | NA     | 0       | 317     | 144     | 606      | N.V.    | 278     | 1151    | 2    |
| 202   | 1151  | 3475   | 4828   | 376   | 3418   | 6828    | 319    | 3083    | 2288    | 2610    | 18546    | 0.33    | 1953    | 2087    | 0    |
| 0     | 1176  | 3349   | 4525   | 0     | 1627   | 5246    | 266    | 1647    | 691     | 3463    | 12941    | 0.24    | 1747    | 1562    | 0    |
| 36    | 539   | 2465   | 3040   | 0     | 518    | 4302    | 202    | 2848    | 622     | 1207    | 9699     | 0.23    | 4421    | 2137    | 410  |
| 298   | 675   | 2784   | 3757   | 159   | 1709   | 5909    | 272    | 3152    | 823     | 2713    | 14578    | 0.28    | 1460    | 2698    | 0    |
| 0     | 811   | 927    | 1738   | 171   | 2045   | 6229    | 149    | 4282    | 1766    | 4150    | 18620    | 0.39    | 1630    | 4752    | 9    |
| 0     | 1162  | 3717   | 4879   | 1124  | 4038   | 2283    | 185    | 773     | 2321    | 2080    | 11679    | N.V.    | 1688    | 377     | 0    |
| 0     | 4     | 798    | 802    | 1471  | 2142   | 2713    | 13     | 1510    | 1108    | 3557    | 11042    | 0.62    | 5462    | 1031    | 1612 |
| 18    | 186   | 70     | 274    | 358   | 935    | 1558    | 57     | 942     | 1471    | 1795    | 6759     | 0.37    | 3424    | 1220    | 320  |
| 92    | 570   | 1804   | 2466   | 45    | 1032   | 3476    | 152    | 1532    | 1671    | 1657    | 9522     | 0.35    | 1125    | 1447    | 0    |
| 7     | 632   | 1174   | 1813   | 0     | 1141   | 3690    | 478    | 2023    | 1827    | 1941    | 11100    | 0.40    | 1196    | 736     | 58   |
| 86    | 27    | 164    | 277    | 850   | 211    | 8036    | 10     | 1370    | 570     | 835     | 11034    | 0.19    | 2626    | 271     | 778  |
| 0     | 108   | 112    | 220    | 767   | 1849   | 7089    | 227    | 3010    | 2345    | 2591    | 17111    | 0.38    | 1779    | 3883    | 0    |
| 15    | 758   | 2740   | 3513   | 177   | 1287   | 4087    | 189    | 1859    | 533     | 2415    | 10371    | 0.35    | 1857    | 1204    | 26   |
| 20    | 236   | 2112   | 2368   | 886   | 1846   | 1448    | 117    | 1391    | 235     | 3062    | 8100     | 0.71    | 5516    | 1022    | 1159 |
| 129   | 547   | 1152   | 1828   | 0     | 1137   | 2743    | 88     | 1534    | 621     | 3024    | 9148     | 0.65    | 693     | 741     | 21   |
| 0     | 0     | 0      | 0      | 682   | 634    | 3061    | 135    | 969     | 1674    | 1740    | 8213     | 0.28    | 459     | 562     | 640  |
| 387   | 277   | 953    | 1617   | 0     | 875    | 2064    | 257    | 1496    | 707     | 2654    | 8054     | 0.55    | 1474    | 1431    | 101  |
| 52909 | 75783 | 244489 | 373181 | 39046 | 181445 | 579091  | 23641  | 312738  | 197711  | 398508  | 1711015  | 0.25    | 184117  | 250710  | 9957 |

\* = Combined totals for UPS-Illinois and UPS-New York

(before carrier name) = carrier data based on quarterly report, state report, or information provided directly to ATA

NA = Not applicable or not available

N.V. = Not valid (eg., negative income divided by negative equity, or low maintenance cost per mile)

T = Tie on operating ratio for 1986

Maintenance cost per mile = Total maintenance expense divided by sum of vehicle miles in owned vehicles + vehicles rented without driver.

|         |         |        |        |      |         |       |       |      |       |      |       |       |      |                     |
|---------|---------|--------|--------|------|---------|-------|-------|------|-------|------|-------|-------|------|---------------------|
| 1384417 | 0       | 30019* | 0      | NA   | \$2.74* | 0     | 11846 | NA   | NA    | NA   | 89.4  | 89.0  | 13   | UPS-III             |
| 489340  | 71      | 0      | 16222  | 1194 | 1.07    | 1154  | 4812  | 135  | 12742 | 14.0 | 91.5  | 93.1  | 34   | UPS-NY              |
| 419549  | 1249    | 0      | 28873  | 1163 | 1.19    | 1423  | 4363  | 148  | 11802 | 15.1 | 90.3  | 91.0  | 19   | Yellow              |
| 444933  | 11547   | 0      | 17746  | 1379 | 1.17    | 1525  | 4072  | 154  | 10452 | 16.3 | 92.1  | 92.9  | 16   | Roadway             |
| 0       | 159940  | 0      | 0      | 1151 | 1.96    | 683   | NA    | 291  | NA    | 4.9  | 97.1  | 97.8  | 23   | CF                  |
| 207395  | 0       | 0      | 14153  | 1224 | 1.14    | 668   | 1863  | 74   | 4752  | 14.0 | 99.1  | 112.3 | 66   | North American      |
| 197436  | 0       | 0      | 0      | 587  | 0.80    | 1375  | 2350  | 118  | 5516  | 11.1 | 84.0  | 84.8  | 85   | P*J*E               |
| 174540  | 49      | 0      | 811    | 1146 | 0.96    | 646   | 1579  | 66   | 3556  | 14.5 | 94.1  | 95.6  | 4    | Overnite            |
| 111792  | 21743   | 297    | 16980  | 641  | 1.16    | 1090  | 1678  | 86   | 3954  | 11.3 | 92.5  | 92.7  | 39   | A B F               |
| 0       | 122496  | 0      | 0      | 1198 | 2.24    | 589   | NA    | 229  | NA    | 5.8  | 99.1  | 99.1  | 27   | Carolina            |
| 85747   | 0       | 6306   | 18600  | 488  | 1.41    | 1103  | 1630  | 89   | 4114  | 12.0 | 99.9  | 101.7 | 86   | United              |
| 0       | 128302  | 0      | 0      | 990  | 2.17    | 617   | NA    | 249  | NA    | 4.8  | 100.1 | 99.8  | 93   | ANR                 |
| 70350   | 0       | 48969  | 0      | 803  | 1.03    | 694   | 1317  | 63   | 3152  | 13.2 | 99.2  | 102.5 | 94   | Allied              |
| 98951   | 42501   | 0      | 419    | 1274 | 1.01    | 1007  | 816   | 91   | 2099  | 16.4 | 96.9  | 97.1  | 89   | Smith's             |
| 137831  | 0       | 1889   | 0      | 291  | 1.51    | 4142  | NA    | NA   | NA    | 8.6  | 93.1  | 92.1  | 65   | Transcon            |
| 66380   | 577     | 8391   | 9534   | 435  | 1.28    | 907   | 1392  | 81   | 3143  | 11.3 | 96.7  | 98.4  | 33   | Anchor              |
| 0       | 121655  | 0      | 0      | 1228 | 1.64    | 480   | NA    | 180  | NA    | 4.8  | 97.2  | 95.8  | 63   | Preston             |
| 67151   | 1133    | 17803  | 3447   | 637  | 1.15    | 590   | 1175  | 48   | 2826  | 12.6 | 97.7  | 98.7  | 67   | Mayflower           |
| 0       | 0       | 49856  | 0      | 302  | 1.04    | 494   | 1163  | 44   | 3142  | 10.0 | 90.3  | 92.5  | 74   | American Frt        |
| 96191   | 9583    | 0      | 0      | 333  | 1.66    | 2347  | NA    | NA   | NA    | 7.4  | 91.3  | 90.9  | 14   | St Johnsbury        |
| 0       | 2851    | 111630 | 0      | 160  | 1.19    | 2905  | 1338  | 231  | 2078  | 5.9  | 96.6  | 96.7  | 18   | Complete Auto       |
| NA      | NA      | NA     | NA     | NA   | NA      | NA    | NA    | NA   | NA    | NA   | 91.9  | 93.0  | 62   | Central Trpt        |
| NA      | NA      | NA     | NA     | NA   | NA      | NA    | NA    | NA   | NA    | NA   | 98.0  | NA    | 20   | Signal Divy         |
| 217489  | 0       | 0      | 0      | 1078 | 0.64    | 2857  | NA    | NA   | NA    | 14.2 | 77.0  | 79.8  | 75   | Schneider           |
| 69273   | 33149   | 3285   | 0      | 180  | 1.55    | 8004  | NA    | NA   | NA    | 13.7 | 97.3  | 101.6 | 1    | J B Hunt            |
| 0       | 66858   | 0      | 0      | 1080 | 2.08    | 293   | NA    | 165  | NA    | 4.7  | 99.0  | 99.2  | 69   | Matlack             |
| 55098   | 0       | 0      | 391    | 203  | 0.95    | 1204  | 1183  | 80   | 3211  | 8.7  | 95.7  | 97.5  | 84   | Bekins              |
| 62713   | 30135   | 0      | 0      | 477  | 0.86    | 1767  | 663   | 121  | 1360  | 12.5 | 94.2  | 98.6  | 53   | Central Frt         |
| 67425   | 31544   | 1452   | 0      | 225  | 1.45    | 6145  | NA    | NA   | NA    | 13.7 | 95.9  | 97.4  | 40   | Brown               |
| 72704   | 6167    | 4112   | 0      | 170  | 1.77    | 3106  | NA    | NA   | NA    | 6.4  | 92.6  | 94.3  | 56   | Chemical Leaman     |
| 52784   | 82      | 0      | 805    | 551  | 1.08    | 385   | 778   | 38   | 1740  | 12.0 | 102.5 | 106.6 | 28   | Commercial Carriers |
| 70      | 61054   | 0      | 0      | 1073 | 2.00    | 284   | NA    | 95   | NA    | 5.0  | 93.2  | 94.5  | 96   | Pilot               |
| 56789   | 32140   | 0      | 1307   | 715  | 0.90    | 1307  | 585   | 85   | 1402  | 14.9 | 97.2  | 99.8  | T 35 | Atlas               |
| 54691   | 0       | 0      | 91     | 254  | 0.90    | 252   | 904   | 27   | 2050  | 5.3  | 92.5  | 93.9  | 68   | Bowman              |
| 41799   | 0       | 0      | 0      | 366  | 1.02    | 252   | 600   | 25   | 2077  | 7.5  | 93.9  | 94.5  | 26   | Jones Truck         |
| 51521   | 0       | 0      | 0      | 466  | 0.87    | 662   | 649   | 54   | 1461  | 11.9 | 100.3 | 101.3 | 38   | Viking              |
| 41794   | 0       | 5577   | 0      | 178  | 2.17    | 2483  | NA    | NA   | NA    | 9.3  | 94.3  | 95.1  | 95   | Thurston            |
| 10066   | 73268   | 0      | 0      | 318  | 1.29    | 818   | 147   | 161  | 40    | 3.7  | 96.2  | 98.6  | 41   | Nu-Car              |
| 0       | 112549  | 17887  | 0      | 1176 | 0.82    | 1446  | NA    | NA   | NA    | 13.0 | 104.8 | 103.0 | 60   | National Frt        |
| 18435   | 39988   | 0      | 0      | 1546 | 0.86    | 134   | 327   | 14   | 693   | 12.2 | 95.8  | 93.7  | 98   | Ryder               |
| 26598   | 5320    | 537    | 3586   | 657  | 1.19    | 259   | 484   | 27   | 1272  | 13.6 | 96.9  | 99.3  | 54   | Watkins             |
| 28016   | 0       | 0      | 0      | 213  | 1.10    | 275   | 773   | 31   | 1433  | 8.0  | 87.4  | 88.3  | 64   | Milne               |
| 0       | 0       | 59362  | 0      | N.V. | 1.74    | 1232  | NA    | NA   | NA    | N.V. | 97.3  | 86.8  | 7    | Holland             |
| 3767    | 0       | 41450  | 0      | 13   | 1.90    | 4482  | NA    | NA   | NA    | 1.2  | 98.5  | 99.0  | 70   | D P D               |
| 25236   | 530     | 4386   | 286    | 374  | 1.39    | 351   | 602   | 35   | 976   | 11.5 | 99.2  | 99.6  | 82   | Motor Convoy        |
| 11454   | 78040   | 0      | 0      | 1108 | 1.04    | 891   | NA    | NA   | NA    | 11.0 | 95.3  | 100.4 | 87   | CW                  |
| 14114   | 107     | 0      | 0      | 200  | 1.32    | 98    | 502   | 12   | 1321  | 8.4  | 90.3  | 89.9  | 48   | Tri-State           |
| 0       | 2705    | 29836  | 1033   | 1066 | 1.12    | 237   | 298   | 19   | 663   | 16.9 | 87.3  | 86.6  | 15   | Red Star            |
| 14744   | 0       | 0      | 0      | 207  | 0.86    | 84    | 418   | 8    | 1350  | 7.0  | 87.7  | 83.8  | 6    | Northwest           |
| 5048583 | 1197333 | 443046 | 134284 | 618  | 1.57    | 63747 | 50307 | 3374 | 94377 | 11.6 | 93.0  | 93.8  | 8    | A-P-A               |

For Top 100 listings under "Type": BM - building materials; CM - common; CT - contracts; GF - general freight; ED - explosives/dangerous articles; FP - forest products; HG - household goods; HM - heavy machinery; LP - liquid petroleum products (including, in most cases, other bulk commodities); MV - motor vehicles; RS - retail store delivery; SC - specific commodity not otherwise grouped

|                    |                                               |      |          |          |        |      |       |      |       |
|--------------------|-----------------------------------------------|------|----------|----------|--------|------|-------|------|-------|
| 51 54              | M & G CONVOY INC, BUFFALO, NY                 | CMMV | \$106691 | \$101370 | \$3589 | 3.4  | 22.1  | 0.66 | 0.78  |
| 52 47              | BUILDERS TRANSPORT INC, CAMDEN, SC            | CTBM | 106407   | 98065    | 693    | 0.7  | 2.4   | 1.25 | 2.93  |
| 53 45              | OLD DOMINION FRT LINE INC, HIGH POINT, NC     | CMGF | 104499   | 104079   | 2864   | 2.7  | 28.2  | 0.98 | 2.41  |
| 54 40              | JACK COOPER TRPT CO INC, OKLAHOMA CITY, OK    | CMMV | 103177   | 98898    | 159    | 0.2  | 1.1   | 0.72 | 1.22  |
| 55 56              | OVERLAND EXPRESS INC, INDIANAPOLIS, IN        | CMGF | 99385    | 111355   | 16119  | 16.2 | 138.9 | 0.25 | 14.80 |
| 56 61              | CHURCHILL TRUCK LINES INC, CHILLICOTHE, MO    | CMGF | 97528    | 92462    | 2812   | 2.9  | 15.4  | 1.47 | 0.08  |
| 57 60              | TRANSUS INC, ATLANTA, GA                      | CMGF | 96514    | 94865    | 1149   | 1.2  | 10.3  | 2.13 | 0.04  |
| 58 72              | WERNER ENTERPRISES INC, OMAHA, NE             | CMBM | 94410    | 76238    | 9020   | 9.6  | 16.6  | 1.02 | 0.22  |
| 59 63              | • E & L TRANSPORT CO, DEARBORN, MI            | CMMV | 93193    | 91339    | 936    | 1.0  | 12.4  | 1.09 | 0.00  |
| 60 NR              | KOCH SERVICE INC, WICHITA, KS                 | CMLP | 91158    | 80849    | 5258   | 5.8  | 13.8  | 1.93 | 0.00  |
| 61 64              | F F E TRPTN SVCS INC, DALLAS, TX              | CMRC | 90066    | 88572    | 750    | 0.8  | 10.4  | 1.98 | 1.00  |
| 62 62              | BURNHAM SERVICE CO INC, COLUMBUS, GA          | CMHG | 89487    | 78765    | 4844   | 5.4  | 16.9  | 3.56 | 1.07  |
| 63 58              | PACIFIC MTR TRKG CO, BURLINGAME, CA           | CMGF | 88797    | 85205    | 13225  | 14.9 | N.V.  | 0.87 | N.V.  |
| 64 68              | SOUTHEASTERN FRT LNS INC, COLUMBIA, SC        | CMGF | 88603    | 78896    | 9227   | 10.4 | 44.8  | 1.38 | 0.17  |
| 65 71              | NEW PENN MTR EXPRESS INC, LEBANON, PA         | CMGF | 84765    | 69360    | 8774   | 10.4 | 20.9  | 1.25 | 0.05  |
| 66 55              | JONES MOTOR CO INC, SPRING CITY, PA           | CMGF | 83270    | 81737    | 1716   | 2.1  | 26.3  | 1.71 | 0.02  |
| 67 65              | CRETE CARRIER CORP, LINCOLN, NE               | CMGF | 80295    | 77087    | 2548   | 3.2  | 12.9  | 3.20 | 0.00  |
| 68 59              | MERCHANTS FAST MTR LINES, ABILENE, TX         | CMGF | 79562    | 82577    | 1628   | 2.0  | 15.3  | 1.79 | 0.00  |
| 69 51              | MIDWESTERN DISTB INC, FORT SCOTT, KS          | CMSC | 79245    | 85228    | 5732   | 7.2  | 193.4 | 0.31 | 0.02  |
| 70 73              | AAA COOPER TRPTN, DOTHAN, AL                  | CMGF | 77816    | 68394    | 4530   | 5.8  | 17.9  | 0.70 | 0.26  |
| 71 81              | CONTRACT FREIGHTERS INC, JOPLIN, MO           | CMSC | 73755    | 66832    | 3603   | 4.9  | 38.2  | 1.03 | 2.10  |
| 72 69              | PENNSYLVANIA TRK LNS INC, WYNNWOOD, PA        | CMGF | 73529    | 69892    | 1295   | 1.8  | 15.6  | 1.39 | 2.59  |
| 73 85              | ESTES EXPRESS LINES, RICHMOND, VA             | CMGF | 72570    | 61470    | 5926   | 8.2  | 21.8  | 2.15 | 0.05  |
| 74 86              | • SOUTHWEST MOTOR FREIGHT, CHATTANOOGA, TN    | CMGF | 71097    | 65481    | 540    | 0.8  | 92.3  | 1.36 | 61.61 |
| 75 99              | • ANDERSON TRUCKING SVC INC, ST CLOUD, MN     | CMSC | 71032    | 68249    | 1343   | 1.9  | 8.7   | 1.26 | 0.26  |
| 76 80              | JONES TRANSFER COMPANY, MONROE, MI            | CMGF | 70777    | 69815    | 139    | 0.2  | 1.1   | 0.71 | 0.05  |
| 77 88              | DART TRANSIT COMPANY, ST PAUL, MN             | CMGF | 70434    | 65590    | 2829   | 4.0  | 29.9  | 1.32 | 1.54  |
| 78 79              | MIDWEST COAST TRPT INC, SIOUX FALLS, SD       | CMRC | 69219    | 66761    | 1410   | 2.0  | 16.2  | 1.74 | 0.30  |
| 79 84              | AUTO CONVOY CO, DALLAS, TX                    | CMMV | 68159    | 67093    | 89     | 0.1  | 16.1  | 0.82 | 1.01  |
| 80 78              | ADVANCE TRANSPORTATION CO, MILWAUKEE, WI      | CMGF | 67864    | 64928    | 1433   | 2.1  | 24.9  | 0.74 | 1.63  |
| 81 82              | CASSENS TRANSPORT CO, EDWARDSVILLE, IL        | CMMV | 67696    | 64693    | 2025   | 3.0  | 43.1  | 1.15 | 0.00  |
| 82 95              | • STOOPS EXPRESS INC, ANDERSON, IN            | CMSC | 66187    | 62878    | 2152   | 3.3  | 10.2  | 2.18 | 0.44  |
| 83 83              | PAULS TRUCKING CORP, AVENEL, NJ               | CTSC | 65957    | 61364    | 4495   | 6.8  | 54.8  | 0.66 | 0.00  |
| 84 94              | MILLER TRANSPORTERS INC, JACKSON, MS          | CMLP | 63526    | 60016    | 1904   | 3.0  | 22.5  | 1.32 | 0.77  |
| 85 103             | WILLIG FREIGHT LINES, SAN FRANCISCO, CA       | CMGF | 62616    | 58147    | 2836   | 4.5  | 22.8  | 1.30 | 0.88  |
| 86 109             | NATIONAL CARRIERS INC, LIBERAL, KS            | CMRC | 62025    | 59248    | 1897   | 3.1  | 25.4  | 1.75 | 0.00  |
| 87 91              | HYMAN FREIGHTWAYS INC, ST PAUL, MN            | CMGF | 61891    | 61387    | 156    | 0.3  | 4.0   | 0.96 | 0.66  |
| 88 115             | CONVOY COMPANY, PORTLAND, OR                  | CMMV | 61889    | 58798    | 1536   | 2.5  | 13.1  | 0.99 | 0.21  |
| 89 93              | HOLMES TRANSPORTATION INC, FRAMINGHAM, MA     | CMGF | 61283    | 60209    | 2634   | 4.3  | 16.1  | 1.81 | 0.11  |
| 90 130             | • ECK MILLER TRPTN CORP, ROCKPORT, IN         | CMGF | 61133    | 59665    | 1197   | 2.0  | 23.0  | 0.76 | 0.10  |
| 91 100             | LYONS TRPTN LINES INC, ERIE, PA               | CMGF | 60633    | 60529    | 235    | 0.4  | 1.9   | 2.14 | 0.30  |
| 92 89              | GROENDYKE TRANSPORT INC, ENID, OK             | CMLP | 60272    | 58703    | 913    | 1.5  | 236.4 | 0.82 | 19.29 |
| 93 87              | JANESVILLE AUTO TRPT CO, BLOOMFIELD HILLS, MI | CTMV | 58677    | 53963    | 3137   | 5.3  | 16.7  | 0.61 | 0.04  |
| 94 123             | REFINERS TRPT & TERM CORP, CLEVELAND, OH      | CMLP | 58289    | 56797    | 227    | 0.4  | 1.7   | 1.50 | 0.57  |
| 95 NR              | K L L INC, JACKSON, MS                        | CMGF | 58066    | 53630    | 2334   | 4.0  | 11.3  | 1.06 | 0.48  |
| 96 121             | WHITEFORD TRUCK LINES INC, SOUTH BEND, IN     | CMGF | 57679    | 57610    | 255    | 0.4  | N.V.  | 0.75 | N.V.  |
| 97 133             | MISSOURI NEBRASKA EXP INC, ST JOSEPH, MO      | CMGF | 57164    | 53625    | 1452   | 2.5  | 10.8  | 2.72 | 0.60  |
| 98 92              | MERCER TRANSPORTATION CO, LOUISVILLE, KY      | CMBM | 57071    | 54493    | 2519   | 4.4  | 36.0  | 4.32 | 0.05  |
| 99 NR              | COUNTRY WIDE TRUCK SVC, CUCAMONGA, CA         | CMGF | 56583    | 52613    | 1308   | 2.3  | 33.8  | 0.82 | 3.05  |
| 100 105            | • CARRETTA TRUCKING INC, PARAMUS, NJ          | CMGF | 56509    | 52693    | 1638   | 2.9  | 14.9  | 1.05 | 1.02  |
| Totals for Top 100 |                                               |      | 26898993 | 25083023 | 943215 | 3.5  | 16.7  | 1.17 | 0.29  |

TOTAL TOP 100-1986 \$26,898,993 \$25,083,023 \$943,215  
 TOTAL TOP 100-1985 25,016,054 23,594,783 734,023  
 TOTAL TOP 100-1984 24,613,472 23,286,388 782,631

|       |       |        |        |       |        |        |       |        |        |        |         |        |        |        |       |
|-------|-------|--------|--------|-------|--------|--------|-------|--------|--------|--------|---------|--------|--------|--------|-------|
| 0     | 1033  | 1185   | 2218   | 90    | \$1921 | \$4488 | \$294 | \$3064 | \$979  | \$3948 | \$14694 | \$0.44 | \$2765 | \$4191 |       |
| 1104  | 0     | 2674   | 3778   | 350   | 2222   | 10041  | 230   | 2239   | 719    | 1990   | 17440   | 0.17   | 6045   | 357    | 0     |
| 17    | 519   | 1847   | 2383   | 220   | 1646   | 3196   | 229   | 1909   | 1549   | 2864   | 11393   | 0.41   | 3364   | 2260   | 21    |
| 0     | 1197  | 1279   | 2476   | 0     | 3468   | 6582   | 215   | 5749   | 1062   | 3490   | 20566   | 0.39   | 2425   | 2034   | 0     |
| 0     | 395   | 1503   | 1898   | 568   | 988    | 14111  | 356   | 1189   | 746    | 1209   | 18600   | 0.20   | 4115   | 0      | 0     |
| 49    | 729   | 1431   | 2209   | 0     | 1051   | 3357   | 158   | 1982   | 2697   | 1408   | 10653   | 0.42   | 424    | 929    | 0     |
| 93    | 611   | 1482   | 2186   | 240   | 1112   | 2436   | 114   | 2208   | 2044   | 1498   | 9413    | 0.69   | 1919   | 1154   | 58    |
| 0     | 807   | 1917   | 2724   | 114   | 841    | 8054   | 303   | 1872   | 985    | 932    | 12987   | 0.17   | 3033   | 541    | 202   |
| NA    | NA    | NA     | NA     | NA    | NA     | NA     | NA    | NA     | NA     | NA     | 13485   | 0.41   | NA     | NA     | NA    |
| 0     | 829   | 1100   | 1929   | 10    | 2495   | 6174   | 962   | 6529   | 0      | 735    | 16895   | 0.35   | 829    | 829    | 0     |
| 0     | 0     | 291    | 291    | 591   | 1059   | 570    | 0     | 0      | 1960   | 2145   | 5734    | N.V.   | 2307   | 948    | 446   |
| 215   | 228   | 528    | 971    | 368   | 1018   | 3534   | NA    | 0      | 3895   | 790    | 9236    | 0.18   | 911    | 154    | 129   |
| 277   | 60    | 325    | 662    | 210   | 1163   | 3419   | 122   | 833    | 1541   | 2796   | 9874    | 0.47   | 914    | 1472   | 0     |
| 85    | 752   | 1331   | 2168   | 4     | 1442   | 3055   | 121   | 2326   | 707    | 623    | 8274    | 0.29   | 1005   | 962    | 121   |
| 52    | 439   | 1056   | 1547   | 0     | 986    | 2205   | 85    | 1468   | 847    | 1800   | 7392    | 0.53   | 1244   | 614    | 0     |
| 0     | 0     | 1      | 1      | 920   | 0      | 0      | 0     | 0      | 3      | 37     | 40      | N.V.   | 2399   | 57     | 0     |
| 0     | 4     | 710    | 714    | 799   | 659    | 24     | 0     | 282    | 102    | 635    | 1702    | N.V.   | 1474   | 551    | 443   |
| 0     | 0     | 0      | 0      | 310   | 1168   | 2991   | 132   | 1037   | 1040   | 408    | 6775    | 0.27   | 1638   | 612    | 0     |
| 0     | 0     | 30     | 30     | 622   | 704    | 0      | 0     | 0      | 483    | 552    | 1739    | N.V.   | 5619   | 514    | 1942  |
| 68    | 579   | 1310   | 1957   | 87    | 1382   | 2494   | 100   | 828    | 362    | 641    | 5808    | 0.30   | 1172   | 759    | 112   |
| 0     | 280   | 908    | 1188   | 378   | 1044   | 3017   | 86    | 721    | 337    | 1745   | 6949    | 0.10   | 1550   | 259    | 719   |
| 2     | 200   | 3      | 205    | 0     | 662    | 1814   | 143   | 5028   | 1174   | 1061   | 9882    | N.V.   | 938    | 179    | 124   |
| 68    | 697   | 1655   | 2420   | 0     | 1230   | 2738   | 132   | 1638   | 143    | 670    | 6551    | 0.40   | 1011   | 370    | 6     |
| NA    | NA    | NA     | NA     | NA    | 697    | 6144   | 148   | 430    | 1123   | 1614   | 10154   | N.V.   | 0      | 568    | 2170  |
| NA    | NA    | NA     | NA     | NA    | NA     | NA     | NA    | NA     | NA     | NA     | 5619    | N.V.   | NA     | NA     | NA    |
| 12    | 465   | 2120   | 2597   | 28    | 751    | 2456   | 138   | 1879   | 839    | 2201   | 8265    | 0.34   | 1259   | 329    | 90    |
| 3     | 0     | 1294   | 1297   | 762   | 1334   | 2      | 1     | 204    | 1271   | 1932   | 4745    | N.V.   | 2413   | 368    | 384   |
| 0     | 3     | 623    | 626    | 566   | 205    | 53     | 0     | 0      | 386    | 254    | 897     | 0.01   | 1995   | 135    | 5     |
| 243   | 0     | 273    | 516    | 540   | 1263   | 4322   | 168   | 1891   | 1783   | 1284   | 10711   | 0.31   | 1453   | 2499   | 0     |
| 10    | 252   | 629    | 891    | 291   | 256    | 1776   | 79    | 952    | 657    | 951    | 4671    | 0.33   | 1117   | 919    | 243   |
| 0     | 135   | 55     | 190    | 478   | 1208   | 3581   | 301   | 2119   | 871    | 2205   | 10285   | 0.32   | 1000   | 1808   | 0     |
| NA    | NA    | NA     | NA     | NA    | NA     | NA     | NA    | NA     | NA     | NA     | 11408   | N.V.   | NA     | NA     | NA    |
| 0     | 178   | 471    | 649    | 109   | 889    | 2682   | 62    | 1011   | 581    | 4006   | 9231    | 0.40   | 340    | 100    | 0     |
| 0     | 516   | 688    | 1204   | 95    | 912    | 3132   | 163   | 2320   | 326    | 2553   | 9407    | 0.29   | 2626   | 34     | 20    |
| 105   | 382   | 999    | 1486   | 0     | 696    | 2321   | 105   | 1482   | 1162   | 915    | 6681    | 0.44   | 364    | 525    | 388   |
| 0     | 5     | 519    | 524    | 455   | 579    | 345    | 33    | 634    | 220    | 444    | 2255    | N.V.   | 1820   | 67     | 66    |
| 493   | 352   | 1693   | 2086   | 0     | 324    | 1071   | 75    | 796    | 871    | 114    | 3251    | 0.18   | 420    | 797    | 1     |
| 36    | 0     | 530    | 1023   | 0     | 721    | 3465   | 188   | 2429   | 1181   | 567    | 8551    | 0.28   | 842    | 2314   | 159   |
| NA    | 395   | 1029   | 1460   | 70    | 431    | 1644   | 88    | 1002   | 288    | 1417   | 4869    | 0.29   | 679    | 620    | 62    |
| NA    | NA    | NA     | NA     | NA    | NA     | NA     | NA    | NA     | NA     | NA     | 467     | N.V.   | NA     | NA     | NA    |
| 2     | 221   | 692    | 915    | 0     | 523    | 1960   | 80    | 814    | 892    | 1218   | 5487    | 0.38   | 601    | 833    | 16    |
| 0     | 391   | 661    | 1052   | 223   | 1157   | 2674   | 101   | 1112   | 1037   | 1330   | 7411    | 0.16   | 6969   | 131    | 93    |
| 438   | 0     | 461    | 899    | 0     | 724    | 2927   | 112   | 1344   | 483    | 1259   | 6848    | 0.30   | 568    | 1217   | 1     |
| 1     | 306   | 654    | 961    | 28    | 1007   | 3426   | 81    | 1295   | 1225   | 335    | 7368    | 0.29   | 912    | 196    | 110   |
| 0     | 265   | 595    | 860    | 121   | 1272   | 6047   | 155   | 785    | 813    | 3766   | 12838   | 0.35   | 1612   | 363    | 0     |
| NA    | NA    | NA     | NA     | NA    | 739    | 27     | 0     | 78     | 511    | 1516   | 2871    | N.V.   | 1584   | 250    | 0     |
| 0     | 0     | 949    | 949    | 490   | 365    | 0      | 0     | 85     | 148    | 294    | 892     | N.V.   | 814    | 60     | 93    |
| 0     | 0     | 3      | 3      | 410   | 0      | 0      | 0     | 0      | 0      | 280    | 280     | N.V.   | 2033   | 222    | 7     |
| NA    | NA    | NA     | NA     | NA    | 596    | 3296   | 65    | 400    | 841    | 743    | 5941    | 0.33   | 1506   | 516    | 413   |
| NA    | NA    | NA     | NA     | NA    | NA     | NA     | NA    | NA     | NA     | NA     | 7285    | 0.20   | NA     | NA     | NA    |
| 56323 | 89008 | 281993 | 427324 | 49593 | 226355 | 716742 | 29566 | 376702 | 238595 | 461683 | 2105785 | 0.29   | 264145 | 285327 | 18375 |

NA = Not applicable or not available.

N.V. = Not valid (e.g. negative income divided by negative equity, or low maintenance cost for high mileage).

\* = combined totals for UPS-Illinois and UPS-New York

T = Tire and operating ratio for 1985

Maintenance cost per mile = total maintenance expense divided by sum of vehicle miles in owned vehicles + vehicles rented without driver

|         |         |        |        |      |        |        |       |      |        |      |       |       |      |                     |
|---------|---------|--------|--------|------|--------|--------|-------|------|--------|------|-------|-------|------|---------------------|
| 33521   | 4503    | 0      | 0      | 179  | \$2.27 | 1325   | NA    | NA   | NA     | 6.2  | 95.0  | 96.5  | 46   | M & G               |
| 103548  | 0       | 0      | 0      | 479  | 0.82   | 3068   | NA    | NA   | NA     | 14.2 | 92.2  | 86.9  | 24   | Builders            |
| 28001   | 15540   | 95     | 0      | 316  | 0.96   | 541    | 440   | 43   | 895    | 7.1  | 99.6  | 99.3  | 91   | Old Dominion        |
| 52808   | 7       | 0      | 0      | 373  | 1.53   | 1363   | NA    | NA   | NA     | 9.6  | 95.9  | 89.0  | 55   | Jack Cooper         |
| 92582   | 3023    | 0      | 33     | 759  | 0.73   | 1890   | 0     | 126  | 0      | 15.0 | 112.0 | 96.5  | 100  | Overland            |
| 25353   | 3175    | 0      | 1388   | 549  | 1.07   | 171    | 399   | 16   | 834    | 10.4 | 94.8  | 96.2  | 43   | Churchill           |
| 13706   | 17729   | 0      | 3639   | 391  | 0.99   | 403    | 462   | 32   | 1108   | 7.7  | 98.3  | 98.5  | 79   | Transus             |
| 70507   | 15081   | 6053   | 0      | NA   | 0.78   | 0      | NA    | NA   | NA     | NA   | 80.8  | 83.0  | 2    | Werner              |
| 0       | 0       | 32552  | 0      | NA   | NA     | 1120   | NA    | NA   | NA     | NA   | 98.0  | 96.0  | 76   | E & L               |
| 48954   | 0       | 0      | 0      | NA   | NA     | NA     | NA    | NA   | NA     | NA   | 88.7  | 84.1  | 11   | Koch                |
| 0       | 42510   | 0      | 0      | NA   | 1.59   | 959    | NA    | NA   | NA     | NA   | 98.3  | 101.1 | 80   | F F E               |
| 52681   | 44070   | 0      | 0      | 1352 | 0.44   | 182    | NA    | 84   | NA     | 2.5  | 88.0  | 90.0  | 10   | Burnham             |
| 9566    | 0       | 11554  | 0      | 234  | 2.20   | 1003   | NA    | NA   | NA     | 11.1 | 96.0  | 99.2  | 57   | Pacific Motor       |
| 28691   | 795     | 0      | 0      | 239  | 0.51   | 303    | 594   | 31   | 1336   | 7.3  | 89.0  | 89.6  | 12   | Southeastern        |
| 13905   | 0       | 0      | 0      | 224  | 1.50   | 190    | 447   | 18   | 966    | 10.3 | 81.8  | 82.9  | 3    | New Penn            |
| 0       | 16866   | 43496  | 0      | 517  | 1.17   | 1644   | NA    | NA   | NA     | 14.1 | 98.2  | 98.1  | 77   | Jones Motor         |
| 0       | 82615   | 0      | 0      | 1121 | 0.89   | 1474   | 0     | 74   | 0      | 20.0 | 96.0  | 95.8  | 58   | Crete               |
| 0       | 0       | 25513  | 0      | 321  | 1.13   | 564    | 402   | 36   | 939    | 12.2 | 103.8 | 98.8  | 97   | Merchant's Fast     |
| 0       | 73488   | 0      | 0      | 972  | 1.00   | 1148   | NA    | NA   | NA     | 15.2 | 107.6 | 110.0 | 99   | Midwestern          |
| 19672   | 0       | 0      | 1457   | 254  | 0.93   | 180    | 468   | 16   | 1114   | 7.7  | 87.9  | 89.2  | 9    | AAA Cooper          |
| 19842   | 0       | 48679  | 0      | 672  | 0.68   | 1214   | NA    | NA   | NA     | 11.9 | 90.6  | 94.4  | 17   | Contract Freighters |
| NA      | NA      | NA     | NA     | NA   | NA     | NA     | NA    | NA   | NA     | NA   | 95.1  | 95.0  | 47   | Pennsylvania        |
| 16211   | 0       | 0      | 0      | 190  | 1.00   | 312    | 479   | 25   | 1150   | 9.3  | 84.7  | 87.7  | 5    | Estes               |
| NA      | NA      | NA     | NA     | NA   | NA     | NA     | NA    | NA   | NA     | NA   | 92.1  | 94.4  | 22   | Southwest           |
| NA      | NA      | NA     | NA     | NA   | NA     | 960    | NA    | NA   | NA     | NA   | 96.1  | 95.5  | 59   | Anderson            |
| 22764   | 179     | 1649   | 0      | 168  | 1.01   | 987    | 357   | 80   | 504    | 9.2  | 98.6  | 97.3  | 83   | Jones Transfer      |
| 0       | 58777   | 0      | 0      | 621  | 1.02   | 1088   | NA    | NA   | NA     | 11.5 | 93.1  | 94.3  | 22   | Dart                |
| 0       | 0       | 71012  | 0      | 1590 | 0.88   | 773    | NA    | NA   | NA     | 17.3 | 96.4  | 96.0  | 61   | Midwest             |
| 28304   | 0       | 6297   | 0      | 229  | 1.49   | 1132   | NA    | NA   | NA     | 7.5  | 98.4  | 99.8  | 81   | Auto Convoy         |
| 3562    | 184     | 10683  | 0      | 229  | 1.30   | 231    | 370   | 19   | 803    | 9.5  | 95.7  | 97.7  | 52   | Advance             |
| 4733    | 0       | 27598  | 0      | 333  | 1.61   | 822    | NA    | NA   | NA     | 8.5  | 95.6  | 99.6  | 51   | Cassens             |
| NA      | NA      | NA     | NA     | NA   | NA     | 823    | NA    | NA   | NA     | NA   | 95.0  | 94.0  | T 44 | Stoops              |
| 13499   | 0       | 9775   | 0      | 304  | 2.05   | 1777   | NA    | NA   | NA     | 23.2 | 93.0  | 101.2 | 31   | Pauls               |
| 32284   | 8072    | 0      | 0      | 156  | 1.27   | 3734   | NA    | NA   | NA     | 14.4 | 94.5  | 98.1  | 42   | Miller              |
| 15132   | 275     | 44     | 0      | 431  | 1.32   | 186    | 310   | 18   | 610    | 13.8 | 92.9  | 95.0  | 29   | Willig              |
| 58      | 55273   | 0      | 0      | 849  | 0.99   | 875    | NA    | NA   | NA     | 13.4 | 95.5  | 94.6  | 50   | National Carriers   |
| 9053    | 577     | 8670   | 742    | 408  | 1.17   | 226    | 260   | 17   | 599    | 10.4 | 99.2  | 98.7  | 88   | Hyman               |
| 30258   | 306     | 0      | 0      | 200  | 1.64   | 676    | NA    | NA   | NA     | 4.4  | 95.0  | 95.1  | T 44 | Convoy              |
| 16174   | 236     | 859    | 0      | 199  | 0.76   | 124    | 327   | 11   | 866    | 5.2  | 98.2  | 98.7  | 78   | Holmes              |
| 447     | 0       | 51780  | 0      | NA   | 0.96   | 1318   | NA    | NA   | NA     | NA   | 97.6  | 97.5  | 73   | Eck Miller          |
| 14302   | 0       | 0      | 0      | 313  | 1.22   | 103    | 301   | 11   | 620    | 8.8  | 99.5  | 99.3  | 90   | Lyons               |
| 27757   | 273     | 17916  | 0      | 168  | 1.11   | 3532   | NA    | NA   | NA     | 12.9 | 97.4  | 98.9  | 71   | Groendyke           |
| 22984   | 2735    | 0      | 0      | 381  | 1.66   | 1161   | NA    | NA   | NA     | 17.2 | 92.0  | 91.3  | 21   | Janesville          |
| 25628   | 3495    | 0      | 0      | 6    | 1.36   | 71135  | NA    | NA   | NA     | 13.5 | 97.4  | 96.1  | 72   | Refiners            |
| 37108   | 19920   | 0      | 0      | 1306 | 0.80   | 873    | NA    | NA   | NA     | 20.0 | 92.4  | 94.8  | 25   | K L L M             |
| NA      | NA      | NA     | NA     | NA   | NA     | NA     | NA    | NA   | NA     | NA   | 99.9  | 102.4 | 92   | Whiteford           |
| 0       | 54714   | 0      | 0      | 1297 | 0.87   | 608    | NA    | NA   | NA     | 14.4 | 93.8  | 96.4  | 37   | Missouri Nebraska   |
| 0       | 48512   | 0      | 0      | 913  | 0.96   | 1011   | NA    | NA   | NA     | 19.0 | 95.5  | 96.8  | 49   | Mercer              |
| 18001   | 36286   | 0      | 0      | 1581 | 0.85   | 481    | NA    | NA   | NA     | 14.0 | 93.0  | 95.7  | 30   | Country Wide        |
| 37308   | 3022    | 0      | 0      | NA   | 0.95   | 1922   | 0     | 53   | 0      | NA   | 93.2  | 92.1  | T 35 | Carretta            |
| 6037487 | 1809571 | 817271 | 141543 | 388  | 1.45   | 179359 | 55923 | 4084 | 106721 | 11.8 | 93.2  | 94.0  |      |                     |

For Top 100 listings under "Type": BM—building materials; CM—common; CT—contracts; GF—general freight; ED—explosives/dangerous articles; FP—forest products; HG—household goods; HM—heavy machinery; LP—liquid petroleum products (including, in most cases, other bulk commodities); MV—motor vehicles; RS—retail store delivery; SC—specific commodity not otherwise grouped

In-Time Inventory Delivery Systems, Detroit; and TNT Transasall, a TL carrier also headquartered in Winston-Salem, N.C. TNT also has extensive holdings in Canada, in addition to operating 46,152 marine containers and a fleet of 68 vessels. In March 1987, it was announced that TNT Express would consolidate with Right-O-Way, a domestic and international freight forwarder that is also licensed by the ICC as a truck brokerage providing truckload services.

Other carriers reporting losses include two Ryder System subsidiaries. They are Ryder Freight System of Salt Lake City, Ut., formerly known as Interstate Contract Carrier Corp., and DPD, Inc., of Miami, Fla. Ryder Freight lost \$3.9 million based on revenues of \$129.5 million in 1986. While it was known as Interstate Contract, the company lost \$1.2 million in 1985. DPD, Inc., which went from 114 in 1984 to 70 in 1985, jumped to 44 in 1986 in Top 100 ranking but on losses of \$141,000. In 1985, the company reported net earnings of \$39,000. Both DPD and Ryder Freight reported increased revenues in 1986, but the potential for profitability was eroded by increased expenses that resulted from their rapid growth.

Another carrier reporting more red ink for 1986 was Smith's Transfer Corp. of Staunton, Va. In 1986, Smith's reported losses of \$4.3 million, added to 1985 losses of \$7.9 million. Smith's is owned by ARA of Philadelphia, Pa., a food service company. ARA also owns Cooper Motor Lines, Greenville, S.C.

Whiteford Truck Lines is part of the Whiteford System, a holding company with several trucking operations, a leasing business and three truck dealerships. In early 1986, Whiteford acquired Wagoner Transportation of South Bend, Ind., a dry freight and refrigerated operator. Also acquired was B.A. Peters & Sons, Benton Harbor, Mich., a National Lease affil-

iate with a small trucking subsidiary.

Overland Express of Indianapolis, Ind., ranked 56 in 1985 does not appear in this year's Top 100. The company announced a 416.2 million loss in 1986 on revenues of \$99.4 million. A truckload operator, Overland was acquired in 1986 by Continental Training Services, Inc., a truck driver training school, which has arranged a \$5 million credit line for Overland in exchange for 28.8% of the company's outstanding stock.

This year's analysis of the Top 100 would be incomplete without mentioning P.I.E., of Jacksonville, Fla. Taking 1985 into consideration, the company began 1986 down \$116.4 million after eight quarters of operation. The company's return on equity was a negative 436.7%.

P.I.E. reported 1986 profits of \$4.1 million on revenues of \$660 million, and the company's return on equity, while still negative, shrank to 9.8%.

Despite this modest profit, the company is not out of the financial woods. P.I.E. chairman and CEO Kinzey Reeves said the company actually had a net loss of \$2 million, but was able to still show a profit based on an extraordinary gain of \$8 million achieved through a change in accounting procedures for its employee pension plan.

Since 1985, 82% of P.I.E.'s 11,000 employees have signed on as shareholders, exchanging 15% in gross wages for 38% in company stock. The Employee Stock Ownership Plan (ESOP) has been cited as a major reason for the balance sheet improvements.

Another carrier able to dig out profits from financial losses in 1985 is Matlack Inc., Lansdowne, Pa., the nation's biggest bulk carrier. Matlack reported net profits of \$119,000 on revenues of \$203.2 million for 1986. In 1985, Matlack lost \$5.1 million on revenues of \$200.2 million.

Chemical Leaman Tank Lines, Exton, Pa., improved its profit-

ability in 1986, reporting net profits of \$3.1 million on revenues of \$184.5 million. In '85, Chemical Leaman earned \$1.4 million. It acquired Coastal Tank Lines of Akron, Oh., in 1986, which in 1985 reported a loss of \$92,000. Chemical Leaman chairman S.F. Niness, Jr., said there was a smooth transition of the assets of Coastal Tank Lines which "helped to contribute to Chemical's strong third quarter earnings."

Brown Transport Corp., Elberton, Ga., also reported a \$6.2 million turn-around in 1986. Brown is an LTL carrier that went public in 1986. Seven other carriers went public in 1986, but all were truckload operators.

Chief financial officer W. Paul Harris attributed Brown's earlier losses to a costly equipment acquisition program and delays in the integration of two acquired intrastate carriers.

Other carriers regaining profitability in 1986 include Tri-State Motor Freight, Joplin, Mo., a nuclear materials hauler. Tri-State earned \$4.4 million on revenues of \$115.7 million. In 1985, Tri-State reported a \$1.2 million loss. Atlas Van Lines of Evansville, Ind., also regained profitability on revenues of \$180 million, reporting net income of \$15,000.

To the casual observer, the industry seems to be sending contradictory signals. For example, while there is still lots of volatility in the marketplace and territorial expansion spurred by acquisition fever and aggressive rate cutting, there are also many low profile LTL carriers whose performance improves each year without fanfare.

One such company is St. Johnsbury Trucking, headquartered in Holliston, Me. Last year, St. Johnsbury earned \$10.1 million on revenues of \$260 million. St. Johnsbury's performance is noteworthy because the company operates from what is considered an "end state." Freight comes in, but little goes out. St. Johnsbury is

Continued

|     |                                              |      |         |         |       |       |       |
|-----|----------------------------------------------|------|---------|---------|-------|-------|-------|
| 101 | RISS INTERNATIONAL CORP, KANSAS CITY, MO     | CMGF | \$55528 | \$54673 | \$424 | 98.5  | 95.8  |
| 102 | KENOSHA AUTO TRPT CORP, KENOSHA, WI          | CMMV | 55367   | 53961   | 702   | 97.5  | 101.1 |
| 103 | SAIA MOTOR FRT LINE INC, HOUMA, LA           | CMGF | 55175   | 48752   | 6547  | 88.4  | 87.2  |
| 104 | FLEET TRANSPORT CO INC, CLEVELAND, OH        | CMPL | 55149   | 53374   | 575   | 96.8  | 101.8 |
| 105 | MORGAN DRIVE AWAY INC, ELKHART, IN           | CMSC | 54999   | 54458   | 420   | 99.0  | 99.8  |
| 106 | PRE-FAB TRANSIT CO, FARMER CITY, IL          | CMBM | 54881   | 53119   | 971   | 96.8  | 98.5  |
| 107 | G I TRUCKING CO, LA MIRADA, CA               | CMGF | 54808   | 54083   | 24    | 98.7  | 98.6  |
| 108 | DUFF TRUCK LINE INC, LIMA, OH                | CMGF | 54122   | 57145   | 981   | 105.6 | 105.7 |
| 109 | DAILY EXPRESS INC, CARLISLE, PA              | CMSC | 53534   | 50898   | 3796  | 95.1  | 94.8  |
| 110 | DEATON INC, BIRMINGHAM, AL                   | CMSC | 53126   | 48922   | 3176  | 92.1  | 91.3  |
| 111 | GLOBAL VAN LINES INC, ORANGE, CA             | CMHG | 52735   | 52976   | 3916  | 100.5 | 99.9  |
| 112 | RED ARROW FRT LNS INC, SAN ANTONIO, TX       | CMGF | 52543   | 54688   | 1522  | 104.1 | 103.2 |
| 113 | MELTON TRUCK LINES INC, SHREVEPORT, LA       | CMBM | 52533   | 52722   | 9     | 100.4 | 99.7  |
| 114 | MARTEN TRANSPORT LTD, MONDOVI, WI            | CMRC | 52462   | 45610   | 2927  | 86.9  | 87.8  |
| 115 | ALTERMAN TRPT LNS INC, OPA LOCKA, FL         | CMRC | 51951   | 51219   | 25    | 98.6  | 97.8  |
| 116 | NORTH PENN TRANSFER INC, LANSDALE, PA        | CMGF | 51771   | 51400   | 317   | 99.3  | 100.0 |
| 117 | WILSON TRUCKING CORP, FISHERSVILLE, VA       | CMGF | 51767   | 44806   | 3797  | 86.6  | 88.8  |
| 118 | DSI TRANSPORTS INC, DEER PARK, TX            | CMSC | 51217   | 45828   | 2009  | 89.5  | 89.7  |
| 119 | MISTLETOE EXPRESS SERVICE, OKLAHOMA CITY, OK | CMGF | 50798   | 56775   | 4973  | 111.8 | 104.4 |
| 120 | SPARTAN EXPRESS INC, GREER, SC               | CMGF | 50352   | 51135   | 720   | 101.6 | 95.3  |
| 121 | GRAEBEL VAN LINES INC, WAUSAU, WI            | CMHG | 50231   | 47174   | 1204  | 93.9  | 92.9  |
| 122 | MC GIL SPECIALIZED CARRIERS, MARIETTA, GA    | CMSC | 50140   | 49166   | 359   | 98.1  | 100.6 |
| 123 | MUNSON TRANSPORTATION INC, MONMOUTH, IL      | CMGF | 49865   | 44890   | 1460  | 90.0  | 91.0  |
| 124 | COMMERCIAL CARRIER CORP, AUBURNDALE, FL      | CMSC | 49125   | 43254   | 4322  | 88.0  | 88.9  |
| 125 | WILLIS SHAW FROZEN EXP, ELM SPRINGS, AR      | CMRC | 48485   | 43918   | 2329  | 90.6  | 90.9  |
| 126 | LEASEWAY MOTORCAR TRPT CO, BIRMINGHAM, MI    | CMMV | 47518   | 46747   | 49    | 98.4  | 108.4 |
| 127 | STANDARD TRUCKING CO, CHARLOTTE, NC          | CMGF | 47316   | 49081   | 1287  | 103.7 | 105.8 |
| 128 | MC KENZIE TANK LINES INC, TALLAHASSEE, FL    | CMPL | 46363   | 41513   | 3293  | 89.5  | 93.3  |
| 129 | CENTRAL TRANSPORT INC, HIGH POINT, NC        | CMSC | 46268   | 41961   | 4353  | 90.7  | 90.5  |
| 130 | MERCHANTS HOME DLVY SVC, OXNARD, CA          | CMGF | 46221   | 41910   | 1923  | 90.7  | 91.6  |
| 131 | SCHWERMAN TRUCKING CO, MILWAUKEE, WI         | CMSC | 45898   | 43449   | 1627  | 94.7  | 97.1  |
| 132 | AVERITT EXPRESS INC, COOKEVILLE, TN          | CMGF | 44839   | 41057   | 1502  | 91.6  | 92.4  |
| 133 | MAY TRUCKING CO, PAYETTE, ID                 | CMGF | 44273   | 42332   | 1660  | 95.6  | 99.0  |
| 134 | LYNDEN TRANSPORT INC, SEATTLE, WA            | CMGF | 43657   | 44413   | 458   | 101.7 | 94.9  |
| 135 | COLONIAL FREIGHT SYS INC, KNOXVILLE, TN      | CMGF | 42917   | 41937   | 298   | 97.7  | 96.6  |
| 136 | HADLEY AUTO TRANSPORT, SANTA ANA, CA         | CTMV | 42838   | 40255   | 827   | 94.0  | 94.0  |
| 137 | SHAFFER TRUCKING INC, NEW KINGSTOWN, PA      | CMSC | 42567   | 37292   | 2962  | 87.6  | 90.5  |
| 138 | SOUTHWESTERN MTR TRPT INC, SAN ANTONIO, TX   | CMGF | 42393   | 42845   | 367   | 101.1 | 92.3  |
| 139 | P A M TRANSPORT INC, TONTITOWN, AR           | CMGF | 42383   | 36165   | 2644  | 85.3  | 86.8  |
| 140 | CON-WAY EASTERN EXPRESS INC, PORTLAND, OR    | CMGF | 42355   | 43714   | 704   | 103.2 | 102.3 |
| 141 | DALLAS & MAVIS FWDG CO, KENOSHA, WI          | CMMV | 42347   | 40650   | 675   | 96.0  | 96.2  |
| 142 | JACK GRAY TRANSPORT INC, GARY, IN            | CMSC | 42318   | 41306   | 462   | 97.6  | 99.3  |
| 143 | CROUSE CARTAGE CO, CARROLL, IA               | CMGF | 41882   | 43149   | 544   | 103.0 | 101.2 |
| 144 | JAY LINES INC, D F W STATION, TX             | CMGF | 41837   | 36996   | 2356  | 88.4  | 95.3  |
| 145 | DI SALVO TRUCKING CO, SAN FRANCISCO, CA      | CMGF | 41824   | 40360   | 482   | 96.5  | 100.5 |
| 146 | TENNESSEE CTG CO INC, NASHVILLE, TN          | CMRC | 41789   | 40008   | 702   | 95.7  | 99.5  |
| 147 | ROBERTS EXPRESS INC, AKRON, OH               | CMGF | 41103   | 37086   | 2185  | 90.2  | 89.1  |
| 148 | SANBORN'S MOTOR EXP INC, PORTLAND, ME        | CMGF | 40831   | 41284   | 203   | 101.1 | 100.1 |
| 149 | WHEATON VAN LINES INC, INDIANAPOLIS, IN      | CMHG | 40669   | 38267   | 1708  | 94.1  | 95.6  |
| 150 | DONCO CARRIERS INC, OKLAHOMA CITY, OK        | CMGF | 39901   | 36563   | 2280  | 91.6  | 95.4  |

|                          |                                                |      |             |             |          |       |       |
|--------------------------|------------------------------------------------|------|-------------|-------------|----------|-------|-------|
| 151                      | QUALITY CARRIERS INC, PLEASANT PRAIRE, WI      | CMSC | \$39816     | \$37991     | \$210    | 95.4  | 95.8  |
| 152                      | WILEY SANDERS TRUCK LNS INC, TROY, AL          | CMSC | 39506       | 36851       | 1075     | 93.3  | 92.6  |
| 153                      | • STEVE D THOMPSON TRKG, WINNSBORO, LA         | CMGF | 38791       | 38158       | 134      | 98.4  | 89.8  |
| 154                      | SAM TANKSLEY TRKG INC, CAPE GIRARDEAU, MO      | CMGF | 38670       | 37238       | 654      | 96.3  | 100.2 |
| 155                      | PIRKLE REFRIG FRT LNS INC, DE FOREST, WI       | CMRC | 38316       | 37648       | 158      | 98.3  | 98.4  |
| 156                      | KENAN TRANSPORT CO, CHAPEL HILL, NC            | CMPL | 38122       | 33133       | 2746     | 86.9  | 88.0  |
| 157                      | MONTGOMERY TANK LNS INC, SUMMIT, IL            | CMSC | 38049       | 37319       | 730      | 98.1  | 96.1  |
| 158                      | SCHANNO TRPTN INC, W ST PAUL, MN               | CMGF | 37786       | 35738       | 612      | 94.6  | 96.4  |
| 159                      | FREDRICKSON MTR EXP CORP, CHARLOTTE, NC        | CMGF | 37563       | 36519       | 110      | 98.3  | 98.9  |
| 160                      | FORE WAY EXPRESS INC, WAUSAU, WI               | CMGF | 37297       | 36086       | 525      | 96.8  | 99.1  |
| 161                      | A A A TRUCKING CORP, TRENTON, NJ               | CMGF | 37208       | 39766       | 2869     | 106.9 | 101.5 |
| 162                      | INTERMODAL TRPTN SVC INC, CINCINNATI, OH       | CMGF | 37159       | 36649       | 275      | 98.6  | 101.4 |
| 163                      | WARD TRUCKING CORP, ALTOONA, PA                | CMGF | 36922       | 36027       | 1159     | 97.6  | 99.4  |
| 164                      | LENERTZ INC, SOUTH ST PAUL, MN                 | CMGF | 36631       | 35309       | 917      | 96.4  | 98.7  |
| 165                      | PLOOF TRUCK LINES INC, JACKSONVILLE, FL        | CMBM | 36494       | 30048       | 6398     | 82.3  | 86.1  |
| 166                      | TNT BESTWAY TRPTN INC, PHOENIX, AZ             | CMGF | 36364       | 33275       | 2168     | 91.5  | 97.0  |
| 167                      | ALTRUK FREIGHT SYS INC, TAMPA, FL              | CMGF | 35969       | 35595       | 480      | 99.0  | 100.2 |
| 168                      | ARMELLINI EXPRESS LNS INC, PALM CITY, FL       | CMSC | 35773       | 33786       | 891      | 94.4  | 103.7 |
| 169                      | MIDDLEWEST FRTWAYS INC, ST LOUIS, MO           | CMGF | 35070       | 32873       | 928      | 93.7  | 97.3  |
| 170                      | PROCESSED BEEF EXP INC, DAKOTA CITY, NE        | CTRC | 34937       | 30215       | 2687     | 86.5  | 82.9  |
| 171                      | MASON & DIXON LNS INC, KINGSFORT, TN           | CMGF | 34661       | 35445       | 11567    | 102.3 | 92.7  |
| 172                      | INTERSTATE DISTRIBUTOR CO, TACOMA, WA          | CTFP | 34295       | 32597       | 526      | 95.0  | 97.6  |
| 173                      | ASSOCIATED PETRO CRRS INC, SPARTANBURG, SC     | CMPL | 34269       | 33966       | 441      | 99.1  | 98.8  |
| 174                      | GLENN MC CLENDON TRKG CO, LAFAYETTE, AL        | CMGF | 34239       | 31667       | 743      | 92.5  | 93.2  |
| 175                      | NATIONWIDE CARRIERS INC, MAPLE PLAIN, MN       | CMGF | 33939       | 38224       | 3647     | 112.6 | 104.9 |
| 176                      | P S T INC, LINDON, UT                          | CMGF | 33768       | 32701       | 562      | 96.8  | 97.1  |
| 177                      | SAMMONS TRUCKING, MISSOULA, MT                 | CMBM | 33747       | 32990       | 558      | 97.8  | 96.7  |
| 178                      | MONFORT TRANSPORTATION CO, GREELEY, CO         | CTSC | 33348       | 30989       | 2213     | 92.9  | 93.9  |
| 179                      | R P D INC, MIAMI, FL                           | CTSC | 33077       | 33628       | 1118     | 101.7 | 93.1  |
| 180                      | GEORGE TRANSFER INC, PARKTON, MD               | CMSC | 33055       | 33868       | 627      | 102.5 | 97.8  |
| 181                      | A J METLER HLG & RIG INC, KNOXVILLE, TN        | CMSC | 32882       | 32044       | 187      | 97.5  | 95.9  |
| 182                      | BLUE RIDGE TRF CO INC, ROANOKE, VA             | CMSC | 32753       | 32118       | 168      | 98.1  | 99.3  |
| 183                      | FLEET CARRIER CORP, PONTIAC, MI                | CMGV | 32700       | 29801       | 1204     | 91.1  | 85.7  |
| 184                      | TLC LINES INC, FENTON, MO                      | CMGF | 32697       | 31958       | 306      | 97.7  | 97.5  |
| 185                      | MANFREDI MOTOR TRANSIT CO, NEWBURY, OH         | CTSC | 32683       | 31210       | 29       | 95.5  | 93.5  |
| 186                      | SMITHWAY MTR XPRESS INC, FORT DODGE, IA        | CMBM | 32579       | 31515       | 157      | 96.7  | 95.2  |
| 187                      | GROSS & HECHT TRKG INC, EDISON, NJ             | CTRS | 32229       | 31130       | 490      | 96.6  | 95.0  |
| 188                      | C R ENGLAND & SONS INC, SALT LAKE CITY, UT     | CMGF | 31976       | 31560       | 427      | 98.7  | 122.8 |
| 189                      | ENTERPRISE TRPTN CO, HOUSTON, TX               | CMPL | 31879       | 28841       | 1514     | 90.5  | 102.1 |
| 190                      | THE O K TRUCKING CO, CINCINNATI, OH            | CMGF | 31644       | 31092       | 371      | 98.3  | 99.4  |
| 191                      | MALONE FREIGHT LINES INC, BIRMINGHAM, AL       | CMGF | 31640       | 31708       | 141      | 100.2 | 101.2 |
| 192                      | THE WAGGONERS TRUCKING, BILLINGS, MT           | CMGF | 31385       | 30574       | 354      | 97.4  | 97.6  |
| 193                      | COORS TRANSPORTATION CO, WHEATRIDGE, CO        | CMRC | 31290       | 31656       | 174      | 101.2 | 97.0  |
| 194                      | MITCHELL TRANSPORT INC, CLEVELAND, OH          | CMGF | 31181       | 32878       | 3330     | 105.4 | 102.5 |
| 195                      | THE MICKOW CORP, DES MOINES, IA                | CMSC | 30460       | 30197       | 131      | 99.1  | 97.3  |
| 196                      | UMTHUN TRUCKING CO, EAGLE GROVE, IA            | CMBM | 30083       | 29134       | 211      | 96.8  | 98.0  |
| 197                      | GROSS COMMON CARRIER INC, WISCONSIN RAPIDS, WI | CMGF | 29322       | 28703       | 513      | 97.9  | 97.9  |
| 198                      | • ACME TRUCK LINE INC, HARVEY, LA              | CMSC | 28777       | 29508       | 688      | 102.5 | 101.3 |
| 199                      | PAUL ARPIN VAN LINES INC, EAST GREENWICH, RI   | CMHG | 28744       | 27900       | 266      | 97.1  | 99.7  |
| 200                      | CUSTOM DELIVERIES INC, BIRMINGHAM, MI          | CTSC | 28696       | 27792       | 312      | 96.8  | 97.3  |
| Totals for Top 101 - 200 |                                                |      | 4105412     | 3953304     | 64660    | 93.7  | 94.4  |
| TOTAL: 101-200 - 1986    |                                                |      | \$4,105,412 | \$3,953,304 | \$64,660 |       |       |
| TOTAL: 101-200 - 1985    |                                                |      | 3,895,628   | 3,739,735   | 59,970   |       |       |
| TOTAL: 101-200 - 1984    |                                                |      | 4,016,147   | 3,874,112   | 66,697   |       |       |

## RANK BY FLEET SIZE

|    |    |                                |        |     |     |                                   |       |
|----|----|--------------------------------|--------|-----|-----|-----------------------------------|-------|
| 1  | 1  | United Parcel Service Inc      | 61,827 | 51  | 87  | Hyman Freightways Inc             | 2,086 |
| 2  | 3  | Yellow Freight System Inc      | 35,102 | 52  | 77  | Dart Transit Company              | 2,059 |
| 3  | 5  | Consolidated Freightways of DE | 31,053 | 53  | 70  | AAA Cooper Transportation         | 2,044 |
| 4  | 4  | Roadway Express Inc            | 30,882 | 54  | 60  | Koch Service Inc                  | 1,939 |
| 5  | 2  | United Parcel Service Inc NY   | 19,117 | 55  | 38  | Nu-Car Carriers Inc               | 1,909 |
| 6  | 6  | North American Van Lines Inc   | 17,050 | 56  | 48  | Red Star Express Lines—Auburn Inc | 1,828 |
| 7  | 7  | P*E Nationwide Inc             | 16,694 | 57  | 43  | Holland Motor Express Inc         | 1,813 |
| 8  | 8  | Overnite Transportation Co     | 13,711 | 58  | 50  | A-P-A Transport Corp              | 1,617 |
| 9  | 9  | A B F Freight System Inc       | 13,473 | 59  | 71  | Contract Freighters Inc           | 1,566 |
| 10 | 12 | ANR Freight System Inc         | 12,283 | 60  | 65  | New Penn Motor Express Inc        | 1,547 |
| 11 | 10 | Carolina Freight Carriers Corp | 10,792 | 61  | 89  | Holmes Transportation Inc         | 1,530 |
| 12 | 23 | Signal Delivery Service Inc    | 9,682  | 62  | 67  | Crete Carrier Corp                | 1,513 |
| 13 | 17 | Preston Trucking Co Inc        | 7,384  | 63  | 85  | Willig Freight Lines              | 1,486 |
| 14 | 19 | American Freight System Inc    | 7,360  | 64  | 97  | Missouri Nebraska Express Inc     | 1,439 |
| 15 | 14 | Smith's Transfer Corp          | 7,118  | 65  | 62  | Burnham Service Co Inc            | 1,339 |
| 16 | 28 | Central Freight Lines Inc      | 6,679  | 66  | 84  | Miller Transporters Inc           | 1,299 |
| 17 | 13 | Allied Van Lines Inc           | 6,568  | 67  | 92  | Groendyke Transport Inc           | 1,275 |
| 18 | 16 | Anchor Motor Freight Inc       | 6,373  | 68  | 78  | Midwest Coast Transport Inc       | 1,192 |
| 19 | 25 | J B Hunt Transport Inc         | 6,270  | 69  | 80  | Advance Transportation Co         | 1,182 |
| 20 | 39 | National Freight Inc           | 6,003  | 70  | 44  | D P D Inc                         | 1,127 |
| 21 | 15 | Transcon Lines                 | 5,537  | 71  | 79  | Auto Convoy Co                    | 1,056 |
| 22 | 11 | United Van Lines Inc           | 5,206  | 72  | 88  | Convoy Company                    | 1,023 |
| 23 | 34 | Bowman Transportation Inc      | 5,204  | 73  | 94  | Refiners Transport & Term Corp    | 989   |
| 24 | 29 | Brown Transport Corp           | 4,943  | 74  | 45  | The Motor Convoy Inc              | 987   |
| 25 | 26 | Mattack Inc                    | 4,889  | 75  | 95  | K L L M Inc                       | 981   |
| 26 | 18 | Mayflower Transit Inc          | 4,816  | 76  | 86  | National Carriers Inc             | 979   |
| 27 | 35 | Jones Truck Lines Inc          | 4,525  | 77  | 66  | Jones Motor Co Inc                | 921   |
| 28 | 30 | Chemical Leaman Tank Lns       | 4,494  | 78  | 91  | Lyons Transportation Lines Inc    | 915   |
| 29 | 52 | Builders Transport Inc         | 4,128  | 79  | 93  | Janesville Auto Transport Co      | 899   |
| 30 | 37 | Thurston Motor Lines Inc       | 3,916  | 80  | 61  | F F E Transportation Services Inc | 882   |
| 31 | 21 | Complete Auto Transit Inc      | 3,884  | 81  | 63  | Pacific Motor Trucking Co         | 872   |
| 32 | 46 | C W Transport Inc              | 3,690  | 82  | 27  | Bekins Van Lines Co               | 836   |
| 33 | 47 | Tri-State Motor Transit Co     | 3,254  | 83  | 22  | Central Transport Inc             | 760   |
| 34 | 31 | Commercial Carriers Inc        | 3,172  | 84  | 83  | Pauls Trucking Corp               | 758   |
| 35 | 32 | Pilot Freight Carriers Inc     | 3,152  | 85  | 49  | Northwest Transport Service Inc   | 682   |
| 36 | 33 | Atlas Van Lines Inc            | 3,139  | 86  | 81  | Cassens Transport Co              | 668   |
| 37 | 36 | Viking Freight System Inc      | 3,040  | 87  | 69  | Midwestern Distribution Inc       | 652   |
| 38 | 58 | Werner Enterprises Inc         | 2,838  | 88  | 41  | Watkins Motor Lines Inc           | 632   |
| 39 | 76 | Jones Transfer Company         | 2,625  | 89  | 24  | Schneider Transport Inc           | 537   |
| 40 | 53 | Old Dominion Freight Line Inc  | 2,603  | 90  | 98  | Mercer Transportation Co          | 413   |
| 41 | 42 | Milne Truck Lines Inc          | 2,511  | 91  | 68  | Merchants Fast Motor Lines        | 310   |
| 42 | 54 | Jack Cooper Transport Co Inc   | 2,476  | 92  | 72  | Pennsylvania Truck Lines Inc      | 205   |
| 43 | 55 | Overland Express Inc           | 2,466  | 93  | 59  | E & L Transport Co                | *     |
| 44 | 20 | St Johnsbury Trucking Co Inc   | 2,433  | 94  | 74  | Southwest Motor Freight           | *     |
| 45 | 57 | Transus Inc                    | 2,426  | 95  | 75  | Anderson Trucking Service Inc     | *     |
| 46 | 73 | Estes Express Lines            | 2,420  | 96  | 82  | Stoops Express Inc                | *     |
| 47 | 51 | M & G Convoy Inc               | 2,308  | 97  | 90  | Eck Miller Transportation Corp    | *     |
| 48 | 40 | Ryder Freight System Inc       | 2,273  | 98  | 96  | Whiteford Truck Lines Inc         | *     |
| 49 | 56 | Churchill Truck Lines Inc      | 2,209  | 99  | 99  | Country Wide Truck Service        | *     |
| 50 | 64 | Southeastern Freight Lines Inc | 2,172  | 100 | 100 | Carretta Trucking Inc             | *     |

\* These companies did not report total vehicles.

succeeding because "they have recognized that tonnage is very expensive to buy and they are unwilling to chase unprofitable freight. They carefully watch their lane density and who they do business with," said Tony Robertson, an analyst for Alex. Brown & Sons.

St. Johnsbury is part of Sun Carriers, Inc., once owned by Sun Oil Co. of Philadelphia, Pa. The carrier is now owned by Riordan,

Freeman and Spogli, a Los Angeles-based banker's group. Jones Truck Line, Springdale, Ark., and Milne Truck Line, of Pleasanton, Calif., make up the rest of the Sun Group. Milne and Jones are listed in the top 50 and both were profitable in 1986.

Another carrier that has continued growth without fanfare is Preston Trucking of Preston, Md. Preston inched up to 17th in 1986 on revenues of \$320.6 million.

The company had net profits of \$5.1 million last year, and president William Potter said he expects the company's 1987 net income to exceed 1986 earnings.

Preston made several acquisitions during the past 18-months, giving the company access to the Northwest and Southern California areas.

Preston operates Reeves Transportation of Calhoun, Ga., and also runs Pioneer, a TL operation

## RANK BY LINEHAUL CPM

|    |     |                                 |      |
|----|-----|---------------------------------|------|
| 1  | 62  | Burnham Service Co Inc          | 0.44 |
| 2  | 64  | Southeastern Freight Lines Inc  | 0.51 |
| 3  | 25  | J B Hunt Transport Inc          | 0.64 |
| 4  | 71  | Contract Freighters Inc         | 0.68 |
| 5  | 55  | Overland Express Inc            | 0.73 |
| 6  | 89  | Holmes Transportation Inc       | 0.76 |
| 7  | 58  | Werner Enterprises Inc          | 0.78 |
| 8  | 8   | Overnite Transportation Inc     | 0.80 |
| 9  | 95  | K L L M Inc                     | 0.80 |
| 10 | 40  | Ryder Freight System Inc        | 0.82 |
| 11 | 52  | Builders Transport Inc          | 0.82 |
| 12 | 99  | Country Wide Truck Service      | 0.85 |
| 13 | 29  | Brown Transport Corp            | 0.86 |
| 14 | 41  | Watkins Motor Lines Inc         | 0.86 |
| 15 | 50  | A-P-A Transport Corp            | 0.86 |
| 16 | 37  | Thurston Motor Lines Inc        | 0.87 |
| 17 | 97  | Missouri Nebraska Express Inc   | 0.87 |
| 18 | 78  | Midwest Coast Transport Inc     | 0.88 |
| 19 | 67  | Crete Carrier Corp              | 0.89 |
| 20 | 34  | Bowman Transportation Inc       | 0.90 |
| 21 | 35  | Jones Truck Lines Inc           | 0.90 |
| 22 | 70  | AAA Cooper Transportation       | 0.93 |
| 23 | 28  | Central Freight Lines Inc       | 0.95 |
| 24 | 100 | Carretta Trucking Inc           | 0.95 |
| 25 | 9   | A B F Freight System Inc        | 0.96 |
| 26 | 53  | Old Dominion Freight Line Inc   | 0.96 |
| 27 | 90  | Eck Miller Transportation Corp  | 0.96 |
| 28 | 98  | Mercer Transportation Co        | 0.96 |
| 29 | 57  | Transus Inc                     | 0.99 |
| 30 | 86  | National Carriers Inc           | 0.99 |
| 31 | 69  | Midwestern Distribution Inc     | 1.00 |
| 32 | 73  | Estes Express Lines             | 1.00 |
| 33 | 15  | Transcon Lines                  | 1.01 |
| 34 | 76  | Jones Transfer Company          | 1.01 |
| 35 | 36  | Viking Freight System Inc       | 1.02 |
| 36 | 77  | Dart Transit Company            | 1.02 |
| 37 | 14  | Smith's Transfer Corp           | 1.03 |
| 38 | 20  | St Johnsbury Trucking Co Inc    | 1.04 |
| 39 | 47  | Tri-State Motor Transit Co      | 1.04 |
| 40 | 3   | Yellow Freight System Inc       | 1.07 |
| 41 | 56  | Churchill Truck Lines Inc       | 1.07 |
| 42 | 32  | Pilot Freight Carriers Inc      | 1.08 |
| 43 | 43  | Holland Motor Express Inc       | 1.10 |
| 44 | 92  | Groendyke Transport Inc         | 1.11 |
| 45 | 49  | Northwest Transport Service Inc | 1.12 |
| 46 | 68  | Merchants Fast Motor Lines      | 1.13 |
| 47 | 7   | P*E Nationwide Inc              | 1.14 |
| 48 | 19  | American Freight System Inc     | 1.15 |
| 49 | 10  | Carolina Freight Carriers Corp  | 1.16 |
| 50 | 5   | Consolidated Freightways of DE  | 1.17 |

|     |    |                                   |       |
|-----|----|-----------------------------------|-------|
| 51  | 66 | Jones Motor Co Inc                | 1.17  |
| 52  | 87 | Hyman Freightways Inc             | 1.17  |
| 53  | 4  | Roadway Express Inc               | 1.19  |
| 54  | 22 | Central Transport Inc             | 1.19  |
| 55  | 42 | Milne Truck Lines Inc             | 1.19  |
| 56  | 91 | Lyons Transportation Lines Inc    | 1.22  |
| 57  | 84 | Miller Transporters Inc           | 1.27  |
| 58  | 17 | Preston Trucking Co Inc           | 1.28  |
| 59  | 39 | National Freight Inc              | 1.29  |
| 60  | 80 | Advance Transportation Co         | 1.30  |
| 61  | 48 | Red Star Exp Lns—Auburn Inc       | 1.32  |
| 62  | 85 | Willig Freight Lines              | 1.32  |
| 63  | 94 | Refiners Transport & Term Corp    | 1.36  |
| 64  | 46 | C W Transport Inc                 | 1.39  |
| 65  | 12 | ANR Freight System Inc            | 1.41  |
| 66  | 30 | Chemical Leaman Tank Lines        | 1.45  |
| 67  | 79 | Auto Convoy Co                    | 1.49  |
| 68  | 65 | New Penn Motor Express Inc        | 1.50  |
| 69  | 16 | Anchor Motor Freight Inc          | 1.51  |
| 70  | 54 | Jack Cooper Transport Co Inc      | 1.53  |
| 71  | 26 | Mattack Inc                       | 1.55  |
| 72  | 61 | F F E Transportation Services Inc | 1.59  |
| 73  | 81 | Cassens Transport Co              | 1.61  |
| 74  | 18 | Mayflower Transit Inc             | 1.64  |
| 75  | 88 | Convoy Company                    | 1.64  |
| 76  | 21 | Complete Auto Transit Inc         | 1.66  |
| 77  | 93 | Janesville Auto Transport Co      | 1.66  |
| 78  | 44 | D P D Inc                         | 1.74  |
| 79  | 31 | Commercial Carriers Inc           | 1.77  |
| 80  | 45 | The Motor Convoy Inc              | 1.90  |
| 81  | 6  | North American Van Lines Inc      | 1.96  |
| 82  | 33 | Atlas Van Lines Inc               | 2.00  |
| 83  | 63 | Pauls Trucking Corp               | 2.05  |
| 84  | 27 | Bekins Van Lines Co               | 2.08  |
| 85  | 13 | Allied Van Lines Inc              | 2.17  |
| 86  | 38 | Nu-Car Carriers Inc               | 2.17  |
| 87  | 63 | Pacific Motor Trucking Co         | 2.20  |
| 88  | 11 | United Van Lines Inc              | 2.24  |
| 89  | 51 | M & G Convoy Inc                  | 2.27  |
| 90  | 1  | United Parcel Service Inc         | 2.74* |
| 91  | 2  | United Parcel Service Inc NY      | **    |
| 92  | 23 | Signal Delivery Service Inc       | **    |
| 93  | 24 | Schneider Transport Inc           | **    |
| 94  | 59 | E & L Transport Co                | **    |
| 95  | 60 | Koch Service Inc                  | **    |
| 96  | 72 | Pennsylvania Truck Lines Inc      | **    |
| 97  | 74 | Southwest Motor Freight           | **    |
| 98  | 75 | Anderson Trucking Service Inc     | **    |
| 99  | 82 | Stoops Express Inc                | **    |
| 100 | 96 | Whiteford Truck Lines Inc         | **    |

\*United Parcel Service reports linehaul cpm combined for New York and Illinois.

\*\*These companies did not report total linehaul cost.

that, until now, used owner operators. Potter said the independents are being phased-out in favor of company drivers. Frontier Trucking is another TL division of Preston that employs owner operators.

The company's Reeves Transportation Div., in January 1987, acquired Carpet Services of Seattle and four of Carpet's affiliated companies. Also under the Preston umbrella are Bowie Hall Trucking Co. and Smalley Trans-

portation Co. of Tampa, Fla. Smalley Transportation is Florida's largest intrastate carrier.

Central Freight Lines, of Waco, Tex., continues to be the nation's biggest intrastate carrier. Last year the company earned \$4.5 million on revenues of \$195.8 million. Earnings were down \$1.9 million from 1985, however. A company spokesman said 1985 earnings were inflated because of non-operating income generated

by the sale of real estate and other corporate assets.

Acquisitions still play an important role in altering the face of the industry, especially the LTL segment. Buyouts worth noting in 1986 include the sale of Sanborn Motor Express, of Portland, Me., ranked 148 in this year's Second 100, to A-P-A Transport of North Bergen, N.J., ranked 50. The purchase price was not disclosed.

Continued

# Top 100

A-P-A's Top 100 rank advanced three places on revenues of \$108.6 million. The company reported net profits of \$25.5 million.

Mid-Western Transport of Columbus, Ind., an LTL carrier, was acquired in late December by Circle Express of Indianapolis, Ind., a holding company with a wide range of transportation interests.

Circle Express continues to extend its trucking influence in the Midwest. Before the Mid-Western Transport acquisition, Circle Express owned four other TL carriers. All Circle Express properties use owner operators and solicit freight through commissioned agents.

Caudell Transport, of Forest Park, Ga., a refrigerated operator, went through a second acquisition. It was originally purchased, in 1985, by Transus, Inc. of Atlanta, Ga., a LTL and marine container operator. Transus ranks 57 in this year's Top 100. Company officials later said the expected synergies in the two companies' operations failed to materialize, and, in January 1986, Caudell was purchased by Altrunk Freight System of Tampa, Fla. Altrunk is also waiting ICC approval for authority to operate Schreiber Transit, Green Bay, Wis., pending acquisition.

Altrunk is a subsidiary of Rocor, a Phoenix-based holding company, that controls nearly a dozen refrigerated carriers.

The future of the LTL segment of the industry is expected to remain unstable, as major carriers like Roadway, Yellow, CF, Carolina Freight and others continue to increase market share. Aggressive pricing still rules the marketplace and that is not expected to change in the foreseeable future. In the meantime, truckload operators, many of which are nonunion, continue to grow.

Most of the LTL carriers using Teamsters will have contract renewal talks beginning later this year. It is too early to predict how those talks will impact on rates, but the Teamsters are expected to

## Index To TOP 100 As Ranked By Revenue

|                                   | 1986 | 1985 |                                 | 1986 | 1985 |
|-----------------------------------|------|------|---------------------------------|------|------|
| AAA Cooper Transportation         | 70   | 73   | M & G Convoy Inc                | 51   | 54   |
| A B F Freight System Inc          | 9    | 9    | Mattack Inc                     | 28   | 24   |
| ANR Freight System Inc            | 12   | NR   | Mayflower Transit Inc           | 18   | 16   |
| A-P-A Transport Corp              | 50   | 53   | Mercer Transportation Co        | 98   | 92   |
| Advance Transportation Co         | 80   | 78   | Merchants Fast Motor Lines      | 88   | 59   |
| Allied Van Lines                  | 13   | 12   | Midwest Coast Transport Inc     | 78   | 79   |
| American Freight System Inc       | 19   | 17   | Midwestern Distribution Inc     | 69   | 51   |
| Anchor Motor Freight Inc          | 16   | 11   | Miller Transporters Inc         | 84   | 94   |
| Anderson Trucking Service Inc     | 75   | 99   | Millne Truck Lines Inc          | 42   | 52   |
| Atlas Van Lines Inc               | 33   | 33   | Missouri Nebraska Express Inc   | 97   | 133  |
| Auto Convoy Company               | 79   | 84   | The Motor Convoy Inc            | 45   | 49   |
| Belding Van Lines Co              | 27   | 23   | National Carriers Inc           | 86   | 109  |
| Bowman Transportation Inc         | 34   | 31   | National Freight Inc            | 39   | 50   |
| Brown Transport Corp              | 29   | 27   | New Penn Motor Express Inc      | 65   | 71   |
| Builders Transport Inc            | 52   | 47   | North American Van Lines Inc    | 6    | 6    |
| Burnham Service Co Inc            | 62   | 62   | Northwest Transport Service Inc | 49   | 57   |
| C W Transport Inc                 | 46   | 41   | Nu-Car Carriers Inc             | 38   | 43   |
| Carolina Freight Carriers Corp    | 10   | 10   | Old Dominion Freight Line Inc   | 53   | 45   |
| Carretta Trucking Inc             | 100  | 105  | Overland Express Inc            | 55   | 58   |
| Cassens Transport Co              | 81   | 82   | Overnite Transportation Co      | 8    | 8    |
| Central Freight Lines Inc         | 28   | 25   | Pacific Motor Trucking Co       | 83   | 58   |
| Central Transport Inc             | 22   | 20   | Pauls Trucking Corp             | 83   | 83   |
| Chemical Leaman Tank Lines        | 30   | 34   | Pennsylvania Truck Lines Inc    | 72   | 69   |
| Churchill Truck Lines Inc         | 56   | 61   | P*H*E Nationwide Inc            | 7    | 7    |
| Commercial Carriers Inc           | 31   | 29   | Pilot Freight Carriers Inc      | 32   | 26   |
| Complete Auto Transit Inc         | 21   | 19   | Preston Trucking Co Inc         | 17   | 18   |
| Consolidated Freightways of DE    | 5    | 5    | Red star Exp Lns—Auburn Inc     | 48   | 46   |
| Contract Freighters Inc           | 71   | 81   | Refiners Transport & Term Corp  | 94   | 123  |
| Convoy Company                    | 88   | 115  | Roadway Express Inc             | 4    | 3    |
| Country Wide Truck Service        | 99   | NR   | Ryder Freight System Inc        | 40   | 39   |
| Crete Carrier Corp                | 67   | 65   | St Johnsbury Trucking Co Inc    | 20   | 21   |
| D P D Inc                         | 44   | 70   | Schneider Transport Inc         | 24   | NR   |
| Dart Transit Company              | 77   | 88   | Signal Delivery Service Inc     | 23   | 22   |
| E & L Transport Co                | 59   | 63   | Smith's Transfer Corp           | 14   | 14   |
| Eck Miller Transportation Corp    | 90   | 130  | Southeastern Freight Lines Inc  | 64   | 68   |
| Estes Express Lines               | 73   | 85   | Southwest Motor Freight         | 74   | 86   |
| F F E Transportation Services Inc | 61   | 64   | Stoops Express Inc              | 82   | 95   |
| Groendyke Transport Inc           | 92   | 89   | Thurston Motor Lines Inc        | 37   | 36   |
| Holland Motor Express Inc         | 43   | 48   | Transcon Lines                  | 15   | 15   |
| Holmes Transportation Inc         | 89   | 93   | Transus Inc                     | 57   | 60   |
| Hunt J B Transport Inc            | 25   | 37   | Tri-State Motor Transit Co      | 47   | 44   |
| Hymen Freightways Inc             | 87   | 91   | United Parcel Service Inc       | 1    | 1    |
| Jack Cooper Transport Co Inc      | 54   | 40   | United Parcel Service Inc       | 2    | 2    |
| Janesville Auto Transport Co      | 93   | 87   | United Van Lines Inc            | 11   | 13   |
| Jones Motor Co Inc                | 66   | 55   | Viking Freight System Inc       | 36   | 38   |
| Jones Transfer Company            | 76   | 80   | Watkins Motor Lines Inc         | 41   | 42   |
| Jones Truck Lines Inc             | 35   | 30   | Werner Enterprises Inc          | 58   | 72   |
| K L L M Inc                       | 95   | NR   | Whiteford Truck Lines Inc       | 96   | 121  |
| Koch Service Inc                  | 60   | NR   | Willig Freight Lines            | 85   | 103  |
| Lyons Transportation Lines Inc    | 91   | 100  | Yellow Freight System Inc       | 3    | 4    |

demand wage increases in the face of substantial givebacks agreed to during contract negotiations three years ago.

While the Top 100 list of carriers represents the so-called Blue Blood, the Second 100 is also filled with carriers that are innovative and aggressive. It is in the Second 100 that some of today's Top 100 leaders originated, and more are expected to follow in the next few years.

The bottom line is that the Top

100 carriers are unlikely to show substantial gains in earnings in 1987. As J. Harwood Cochrane, chairman of Overnite Transportation, Richmond, Va., said: "Shippers have gotten real good at playing one trucking company against another." □

Top 100 and Trends & Statistics are available in a booklet for \$5. Write, Reprint Editor, Commercial Carrier Journal, Chilton Way, Radnor, Pa. 19089.

# INDUSTRY TRENDS AND STATISTICS

By JERRY STANDLEY, *Editor-in-Chief*, and MARGARET ROMAN-SLAVIN, *Market Research Editor*

"The (trailer) market is yours for the next five years. Go after it!" That's Peter M. Toja, vice president, Merrill Lynch Economics, New York, speaking at the Truck Trailer Manufacturers Association convention. Toja is predicting 1987 trailer sales of 172,400 units and 181,900 in 1988. Toja's 1986 forecast was off by 800 units (see CCJ, June 1987, pg. 42).

The truck outlook is reportedly

good also, but optimism here is laced with caution. Analysts reporting to CCJ predicted a modest 5% increase in 1987 Class 1 to 8 truck sales, but the year so far looks much better. January-April factory sales of Class 1 to 8 trucks are up 11.8% from the same period last year. Classes 7 and 8 are up 8.6%. Class 7 increased 3% less than many had expected. Class 8 sales increased 12.9%. Class 6 declined 9% for the period.

Granted, four months "does not a year make," and most analysts continue to advise a cautiously optimistic approach for 1987.

According to Toja, the 1987 combined retail outlook for Class 6, 7 and 8 trucks is 275,000 units, and by 1990 that figure will increase 11% to 305,000 units; 319,000 by 1992. Class 7 is expected to increase at a faster rate than Class 8, while marginal increases are expected for Class 6.

## STATISTICAL ANALYSIS OF THE TRUCK INDUSTRY—PRIVATE AND FOR-HIRE CARRIAGE\*

|        |           |           |           |           |         |         |
|--------|-----------|-----------|-----------|-----------|---------|---------|
| 3,360  | 4,047,660 | 1,494,990 | 583,080   | 1,515,330 | 183,060 | 271,200 |
| 13,168 | 2,935,837 | 830,243   | 420,016   | 822,461   | 139,724 | 239,446 |
| 13,886 | 1,117,044 | 318,244   | 153,410   | 271,737   | 57,978  | 104,052 |
| 20,879 | 862,737   | 280,751   | 106,949   | 178,257   | 47,936  | 83,746  |
| 29,390 | 618,748   | 220,503   | 82,414    | 94,541    | 24,702  | 46,984  |
| 80,713 | 9,582,028 | 3,144,731 | 1,325,869 | 2,883,326 | 453,400 | 745,408 |
| 15,468 | 2,846,885 | 272,156   | 551,254   | 1,442,261 | 15,773  | 35,865  |
| 3,262  | 1,303,800 | 466,412   | 228,973   | 425,066   | 6,118   | 25,965  |
| 10,326 | 732,021   | 251,044   | 124,006   | 231,660   | 3,271   | 41,945  |
| 7,151  | 1,325,372 | 721,026   | 81,078    | 84,367    | 34,552  | 294,478 |
| 13,924 | 846,045   | 271,116   | 52,155    | 101,397   | 3,377   | 163,183 |
| 6,455  | 432,771   | 111,224   | 79,002    | 139,155   | 3,118   | 55,131  |
| 3,285  | 197,912   | 72,675    | 34,521    | 59,484    | 1,125   | 8,352   |
| 3,480  | 737,592   | 527,704   | 10,287    | 71,860    | 4,156   | 53,257  |
| 6,185  | 391,913   | 152,097   | 50,113    | 115,147   | 3,322   | 29,566  |
| 913    | 60,381    | 41,884    | 3,288     | 5,039     | 162     | 4,250   |
| 3,419  | 239,475   | 43,730    | 2,292     | 4,048     | 152,499 | 11,482  |
| 1,941  | 227,045   | 10,227    | 1,122     | 3,860     | 183,464 | 2,852   |
| 2,906  | 840,814   | 201,437   | 107,776   | 199,941   | 40,462  | 19,082  |
| 80,713 | 9,582,028 | 3,144,731 | 1,325,869 | 2,883,326 | 453,400 | 745,408 |

\* Does not include passenger cars. Source: CCJ Census of the Professional Truck Fleet Market, June 1987

## TRENDS & STATISTICS

### NUMBER OF FOR-HIRE CARRIERS

|       |       |        |        |
|-------|-------|--------|--------|
| 947   | 1,367 | 33,903 | 36,948 |
| 1,013 | 1,489 | 30,337 | 33,283 |
| 1,088 | 1,554 | 27,370 | 30,481 |
| 1,139 | 1,631 | 24,411 | 27,517 |
| 1,144 | 2,139 | 22,059 | 25,722 |
| 1,031 | 2,293 | 18,583 | 22,270 |
| 947   | 2,164 | 14,610 | 18,045 |

Carrier totals for 1986 reflect 711 Class I and II carriers operating, but exempted from filing with the Interstate Commerce Commission. The number of exempted Class I and II carriers in previous years totaled: 444 in 1985; 469 in 1984; 336 in 1983; 380 in 1982; 383 in 1981; and 324 in 1980.

Source: American Trucking Associations, Inc.

### SELECTED FINANCIAL DATA FROM CLASS 1 AND CLASS 2 COMMON CARRIERS

| 439          | 439          |          |         |
|--------------|--------------|----------|---------|
| \$19,721,231 | \$18,580,751 | 6.14%    | 100.00% |
| \$1,582,999  | \$1,445,412  | 9.52%    | 8.03%   |
| \$5,638,618  | \$5,329,761  | 5.79%    | 28.59%  |
| \$556,280    | \$545,050    | 2.06%    | 2.82%   |
| \$2,179,250  | \$2,027,172  | 7.50%    | 11.05%  |
| \$9,957,117  | \$9,347,395  | 6.52%    | 50.49%  |
| \$1,877,592  | \$2,149,907  | (12.67%) | 9.52%   |
| \$836,282    | \$778,497    | 7.42%    | 4.24%   |
| \$677,204    | \$635,499    | 6.56%    | 3.43%   |
| \$603,102    | \$474,606    | 27.07%   | 3.06%   |
| \$332,297    | \$312,653    | 6.28%    | 1.68%   |
| \$836,605    | \$770,551    | 8.57%    | 4.24%   |
| \$3,194,921  | \$3,074,245  | 3.93%    | 16.20%  |
| \$191,775    | \$184,085    | 4.18%    | 0.97%   |
| \$135,382    | \$144,612    | (6.38)%  | 0.69%   |
| \$18,642,277 | \$17,872,050 | 4.31%    | 94.53%  |
| \$1,078,954  | \$708,701    | 52.24%   | 5.47%   |
| \$976,956    | \$623,965    | 56.57%   | 4.95%   |
| \$590,625    | \$359,416    | 64.33%   | 2.99%   |
| 94.53        | 96.19        |          |         |
| 2.99%        | 1.93%        |          |         |
| 8,471,506    | 8,016,450    | 5.66%    |         |
| 301,778      | 292,908      | 3.03%    |         |

This chart compares totals and percentage changes in selected 1986 and 1985 financial items for 439 Class 1 and Class 2 common carriers. Carrier performance fell off slightly in 1985 from 1984, but significant rebounds are indicated in the 1986 numbers. Total miles increased 5.66% and tons 3.03%, but operating expense increases were held to 4.31%. With insurance expense as the only notable exception to moderate expense increases—and no surprise to anybody—the group financial performance was sound. Net income after taxes jumped 64.33%. Average operating ratio improved 1.66 points to 94.53 and net profit margin improved 55% to 2.99% from 1.93. This chart is compiled by American Trucking Associations, Inc., Alexandria, Va., based on carrier financial reports (Form QFR) to the Interstate Commerce Commission by Class 1 and 2 "Instruction 27" carriers (75% or greater revenues derived from general commodity freight). Statistics from United Parcel Service, contract carriers and household goods movers are excluded from this chart. To provide accurate comparisons, figures from 1985 are restated on the basis of those same carriers filing 1986 reports with the ICC.

## TRENDS & STATISTICS

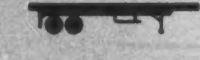
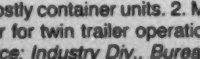
### 15-YEAR FACTORY SALES OF TRUCKS BY GVW (1972 through 1986) (Includes U.S. total domestic and export sales. Excludes tactical military vehicles and buses.)

|  |                                         |                                 |
|--|-----------------------------------------|---------------------------------|
|  | No.<br>of<br>Units<br><b>18,614,682</b> | %<br>of<br>Total<br><b>49.3</b> |
|  | No.<br>of<br>Units<br><b>14,754,204</b> | %<br>of<br>Total<br><b>39.0</b> |
|  | No.<br>of<br>Units<br><b>267,611</b>    | %<br>of<br>Total<br><b>.7</b>   |
|  | No.<br>of<br>Units<br><b>25,202</b>     | %<br>of<br>Total<br><b>.1</b>   |
|  | No.<br>of<br>Units<br><b>101,139</b>    | %<br>of<br>Total<br><b>.3</b>   |
|  | No.<br>of<br>Units<br><b>1,558,245</b>  | %<br>of<br>Total<br><b>4.1</b>  |
|  | No.<br>of<br>Units<br><b>706,861</b>    | %<br>of<br>Total<br><b>1.9</b>  |
|  | No.<br>of<br>Units<br><b>1,767,907</b>  | %<br>of<br>Total<br><b>4.7</b>  |
|  | <b>37,795,851*</b>                      | <b>100.0</b>                    |

\* R.L. Polk estimates the total number of Class 1 to 8 trucks in use is 44,825,523. The R.L. Polk total includes imported vehicles, school buses and private fleet buses, but does not include municipal buses. The CCJ total listed above does not include buses or imports, and does not reflect a scrappage rate, which R.L. Polk estimates at 5% annually.  
Source: Motor Vehicle Manufacturers Association, CCJ Marketing Dept.

# TRENDS & STATISTICS

## BREAKDOWN OF NEW TRAILER SHIPMENTS (1972 through 1986)

|                                                                                                                | Number           | % of Total   |
|----------------------------------------------------------------------------------------------------------------|------------------|--------------|
| <b>VANS</b>                                                                                                    |                  |              |
|  Dry Freight/Closed Top ..... | 1,101,595        | 47.7         |
|  Dry Freight/Open Top .....   | 66,983           | 2.9          |
| Insulated/Semi-Insulated .....                                                                                 | 269,569          | 11.7         |
| Drop Frame .....                                                                                               | 70,868           | 3.1          |
| Livestock .....                                                                                                | 23,431           | 1.0          |
| <b>Total Vans .....</b>                                                                                        | <b>1,532,446</b> | <b>66.4</b>  |
| <b>SPECIAL TYPES</b>                                                                                           |                  |              |
|  Tanks/Liquid .....           | 97,226           | 4.2          |
|  Dry Bulk .....               | 26,496           | 1.1          |
|  Pole and Logging .....       | 24,818           | 1.1          |
|  Platform .....               | 341,260          | 14.8         |
|  Low-Bed .....                | 94,203           | 4.1          |
|  Dump .....                  | 106,485          | 4.6          |
|  All Others .....           | 86,136           | 3.7          |
| <b>Total Special Types .....</b>                                                                               | <b>776,624</b>   | <b>33.6</b>  |
| <b>TOTAL COMPLETE TRAILERS</b>                                                                                 |                  |              |
| Detachable Trailers <sup>1</sup> .....                                                                         | 123,882          |              |
| Detachable Chassis <sup>2</sup> .....                                                                          | 223,464          |              |
| Dollies and Converter Gear <sup>3</sup> .....                                                                  | 52,658           |              |
| <b>Total .....</b>                                                                                             | <b>2,309,070</b> | <b>100.0</b> |

1. Mostly container units. 2. Mostly for use with containers. 3. Separate axle and fifth wheel assembly used to convert semi-trailer into full trailer for twin trailer operations.

Source: Industry Div., Bureau of the Census, Dept. of Commerce. Compiled by CCJ Marketing Dept.

## NEW TRAILER SHIPMENTS BY TYPE

|         |         |         |         |        |
|---------|---------|---------|---------|--------|
| 95,236  | 84,950  | 115,399 | 58,954  | 41,461 |
| 3,149   | 3,685   | 4,087   | 3,215   | 2,757  |
| 22,654  | 21,934  | 27,768  | 19,961  | 17,066 |
| 3,637   | 8,229   | 7,112   | 3,193   | 2,837  |
| 1,996   | 1,421   | 2,234   | 1,121   | 771    |
| 126,672 | 120,219 | 156,600 | 86,444  | 64,892 |
| 4,792   | 5,670   | 4,818   | 3,859   | 5,292  |
| 1,233   | 1,477   | 1,556   | 1,002   | 1,297  |
| 1,163   | 1,977   | 3,371   | 3,433   | 1,025  |
| 14,011  | 18,839  | 25,685  | 15,476  | 13,202 |
| 10,945  | 11,414  | 8,281   | 3,967   | 3,379  |
| 8,371   | 8,903   | 8,895   | 4,466   | 4,707  |
| 4,538   | 7,807   | 4,550   | 3,064   | 2,396  |
| 45,053  | 56,087  | 57,156  | 35,267  | 31,298 |
| 171,725 | 176,306 | 213,756 | 121,711 | 96,190 |
| 595     | 286     | 983     | 2,215   | 3,988  |
| 6,334   | 15,591  | 44,877  | 4,531   | 2,918  |
| 3,755   | 4,522   | 6,759   | 3,072   | 1,375  |

Truck trailers showed a modest decline in 1986 to 171,725 units. The most significant decline in 1986 shipments were for drop frame (56% decline) and platform (26% decline) which settled in around '82-'83 levels, indicating the slowing curve of a replacement cycle which peaked in '84. Detachable chassis also suffered a substantial decline of 59%. On the up side, closed top, dry freight vans closed 1986 up 10,286 units for a 12% gain.

1. Mostly container units. 2. Mostly for use with containers. 3. Separate axle and fifth wheel assembly for converting semi-trailer into full trailer in twin trailer doubles operations.

Source: Industry Div., Bureau of the Census, Dept. of Commerce. Compiled by CCJ Marketing Dept.

# TRENDS & STATISTICS

## DIESEL ENGINES USED IN TRUCKS (Factory sales from U.S. plants including exports)

|        |        |         |         |        |          |         |
|--------|--------|---------|---------|--------|----------|---------|
| 468    | -      | 40,889  | -       | -      | -        | 41,357  |
| 2,261  | -      | 58,878  | -       | -      | 1,128    | 62,267  |
| 15,281 | 7,199  | 7,232   | 60,049  | -      | 6,482    | 96,243  |
| 18,673 | 9,765  | 12,509  | 74,675  | -      | 3,848    | 119,470 |
| 5,403  | 11,707 | 266     | -       | -      | -        | 17,376  |
| 3,621  | 13,747 | 341     | -       | -      | -        | 17,709  |
| 4,225  | 4,226  | 19,056  | -       | -      | 14       | 27,521  |
| 5,236  | 6,061  | 24,993  | -       | -      | 576      | 36,886  |
| 1,484  | 19,428 | 456     | 35,737  | -      | -        | 57,105  |
| 640    | 18,949 | 956     | 36,198  | -      | -        | 56,743  |
| -      | -      | -       | -       | -      | 4,469    | 4,469   |
| -      | -      | -       | -       | -      | 3,330    | 3,330   |
| 4,013  | 6,266  | 102     | -       | -      | -        | 10,381  |
| 3,177  | 7,404  | 220     | -       | -      | -        | 10,801  |
| 53     | 164    | 7       | -       | 16,873 | 17       | 17,114  |
| 156    | 806    | 53      | -       | 23,966 | 159      | 25,139  |
| -      | -      | -       | -       | -      | 4,721    | 4,721   |
| -      | -      | -       | -       | -      | 4,516    | 4,516   |
| 5,780  | 4,390  | 112     | -       | -      | -        | 10,282  |
| 5,109  | 5,975  | 238     | -       | -      | -        | 11,322  |
| 2,256  | 7,558  | 796     | -       | -      | 518      | 11,128  |
| 2,348  | 6,251  | 1,964   | -       | -      | 645      | 11,208  |
| 209    | 657    | 109     | -       | -      | -        | 975     |
| 284    | 606    | 99      | -       | -      | -        | 991     |
| 37,686 | 42,167 | 66,569  | 60,049  | 16,873 | 16,221** | 241,567 |
| 41,505 | 69,585 | 100,251 | 110,873 | 23,966 | 14,202   | 360,382 |

Source: Motor Vehicle Manufacturers Association.

\*\*All Others includes: Isuzu, Mercedes-Benz, Volvo, Saab-Scania, Renault, Nissan, Mitsubishi. Reporting firms do not represent entire industry.

**Left:** The overall decline of truck sales reflects itself across the board in diesel engine sales. Hardest hit were International (46% decline), Cummins (39% decline) and Detroit Diesel (32% decline). Mack sales dipped 29.5%, while Caterpillar engine sales held up relatively well, dropping only 9%. Total decline registered 33% overall, taking diesel engine sales down below 1983 levels.

**Below:** This chart illustrates the six-year performance of Class 1 through 8 domestic factory sales. The Class 3 decline from 19,397 units to zero is wholly attributable to Ford, who states only that a "reclassification" was undergone. The difference may appear in Ford's Class 2 sales, which finished 44,915 units ahead of 1985's total.

Gains in Classes 1 and 5 accounted for the only increases for the year. Classes 6, 7 and 8 suffered a combined loss of 29,214 units, with Classes 6 and 8 hit hardest.

## DOMESTIC TRUCK FACTORY SALES BY GVW

|           |           |           |           |         |         |
|-----------|-----------|-----------|-----------|---------|---------|
| 1,964,832 | 1,854,901 | 1,610,835 | 1,296,644 | 869,897 | 583,341 |
| 4,999     | 9,663     | 15,234    | 25,565    | 44,586  | 47,789  |
| 0.3%      | 0.5%      | 0.9%      | 2.0%      | 5.1%    | 8.2%    |
| 927,462   | 989,633   | 997,626   | 787,611   | 744,350 | 716,556 |
| 96,443    | 123,882   | 122,995   | 89,161    | 72,868  | 20,393  |
| 10.4%     | 12.5%     | 12.3%     | 11.3%     | 9.8%    | 2.8%    |
| -         | 19,397    | 5         | 3         | 10      | 263     |
| -         | 5,870     | -         | -         | -       | -       |
| -         | 30.3%     | -         | -         | -       | -       |
| 5,749     | 5,123     | 5,502     | 1,143     | 1,333   | 1,843   |
| -         | -         | -         | -         | -       | -       |
| -         | -         | -         | -         | -       | -       |
| 17,846    | 25,810    | 29,273    | 24,310    | 22,533  | 50,762  |
| 9,265     | 14,253    | 13,789    | 9,703     | 8,559   | 19,336  |
| 51.9%     | 55.2%     | 47.1%     | 39.9%     | 38.0%   | 38.1%   |
| 77,597    | 81,122    | 74,445    | 48,896    | 48,568  | 41,503  |
| 47,694    | 50,492    | 43,412    | 29,468    | 26,282  | 27,651  |
| 61.5%     | 62.2%     | 58.3%     | 60.3%     | 54.1%   | 66.6%   |
| 103,216   | 120,941   | 138,584   | 78,575    | 68,040  | 94,958  |
| 102,671   | 120,311   | 137,692   | 78,008    | 67,453  | 93,769  |
| 99.5%     | 99.5%     | 99.4%     | 99.3%     | 99.1%   | 98.7%   |

# TRENDS & STATISTICS

## TRUCK FACTORY SALES AND TRUCKS WITH DIESELS (U.S. domestic only; excluding tactical military vehicles)

|           |         |         |           |        |        |         |        |        |       |        |        |     |           |
|-----------|---------|---------|-----------|--------|--------|---------|--------|--------|-------|--------|--------|-----|-----------|
| 780,224   | 178,912 | 103,457 | 779,878   | --     | --     | 142,381 | --     | --     | --    | --     | --     | --  | 1,084,832 |
| 2,388     | 1,008   | --      | 1,822     | --     | --     | --      | --     | --     | --    | --     | --     | --  | 4,988     |
| 727,428   | 177,888 | 118,213 | 848,315   | --     | --     | 187,879 | --     | --     | --    | --     | --     | --  | 1,054,901 |
| 5,528     | 2,200   | --      | 1,935     | --     | --     | --      | --     | --     | --    | --     | --     | --  | 9,883     |
| 328,238   | 83,338  | 35,838  | 453,818   | --     | --     | 17,244  | --     | --     | --    | --     | --     | --  | 827,482   |
| 34,878    | 7,283   | --      | 54,318    | --     | --     | --      | --     | --     | --    | --     | --     | --  | 96,443    |
| 387,782   | 96,437  | 78,314  | 488,088   | --     | --     | 18,825  | --     | --     | --    | --     | 3      | --  | 989,833   |
| 48,188    | 18,778  | --      | 64,088    | --     | --     | --      | --     | --     | --    | --     | --     | --  | 123,882   |
| --        | --      | --      | --        | --     | --     | --      | --     | --     | --    | --     | --     | --  | --        |
| --        | --      | --      | --        | --     | --     | --      | --     | --     | --    | --     | --     | --  | --        |
| --        | --      | --      | 19,387    | --     | --     | --      | --     | --     | --    | --     | 1      | --  | 19,387    |
| --        | --      | --      | 5,878     | --     | --     | --      | --     | --     | --    | --     | --     | --  | 5,878     |
| --        | --      | --      | --        | --     | --     | --      | --     | --     | --    | --     | --     | --  | --        |
| --        | --      | --      | --        | --     | --     | --      | --     | --     | --    | --     | 4      | --  | --        |
| --        | --      | --      | --        | --     | --     | --      | --     | --     | --    | --     | --     | --  | --        |
| 248       | 5,481   | --      | --        | --     | --     | --      | --     | --     | --    | --     | --     | --  | 5,738     |
| 348       | 4,774   | --      | --        | --     | --     | --      | --     | --     | --    | --     | 5      | --  | 5,123     |
| --        | --      | --      | --        | --     | --     | --      | --     | --     | --    | --     | --     | --  | --        |
| 2,238     | 2,821   | --      | 5,582     | --     | 5,288  | --      | --     | --     | 1,888 | --     | --     | --  | 17,848    |
| 128       | 1,178   | --      | 781       | --     | 5,288  | --      | --     | --     | 1,888 | --     | --     | --  | 8,285     |
| 3,288     | 3,832   | --      | 7,751     | --     | 8,648  | --      | --     | --     | 2,883 | --     | --     | --  | 25,818    |
| 413       | 785     | --      | 1,337     | --     | 8,645  | --      | --     | --     | 2,883 | --     | --     | --  | 14,253    |
| 8,157     | 18,283  | --      | 27,711    | --     | 23,288 | --      | --     | --     | 2,178 | --     | --     | --  | 77,587    |
| 1,883     | 5,858   | --      | 15,288    | --     | 23,288 | --      | --     | --     | 2,178 | --     | --     | --  | 47,884    |
| 11,548    | 15,588  | --      | 33,278    | --     | 18,815 | --      | --     | --     | 1,818 | --     | --     | --  | 81,122    |
| 3,888     | 8,835   | --      | 18,833    | --     | 18,815 | --      | --     | --     | 1,818 | --     | --     | --  | 58,482    |
| 418       | 8,958   | --      | 18,351    | 18,832 | 28,825 | --      | 18,218 | 15,842 | --    | 8,887  | 18,888 | 872 | 183,218   |
| 77        | 8,841   | --      | 18,257    | 18,832 | 28,825 | --      | 18,218 | 15,842 | --    | 8,887  | 18,888 | 872 | 182,671   |
| 788       | 18,581  | --      | 13,837    | 17,588 | 28,831 | --      | 18,837 | 23,333 | --    | 18,888 | 11,173 | 877 | 128,841   |
| 885       | 18,474  | --      | 13,787    | 17,588 | 28,778 | --      | 18,837 | 23,333 | --    | 18,888 | 11,173 | 877 | 128,311   |
| 1,888,545 | 388,888 | 128,887 | 1,278,542 | 18,832 | 48,371 | 188,885 | 18,218 | 15,842 | 4,885 | 8,887  | 18,888 | 872 | 3,888,882 |
| 38,438    | 22,251  | --      | 82,278    | 18,832 | 48,371 | --      | 18,218 | 15,842 | 4,885 | 8,887  | 18,888 | 872 | 281,872   |
| 875,385   | 275,118 | 188,488 | 1,188,912 | 17,773 | 52,858 | 288,184 | 18,837 | 23,333 | 4,812 | 18,888 | 11,173 | 877 | 3,888,827 |
| 84,831    | 38,485  | --      | 88,834    | 17,773 | 58,888 | --      | 18,837 | 23,333 | 4,812 | 18,888 | 11,173 | 877 | 324,471   |

Source: MVMA. Data is factory sales from U.S. plants only and does not include sales of vehicles resulting from joint venture agreements between foreign and domestic suppliers. Volvo White numbers include Autocar. Others include Marmon and Oshkosh. Reporting firms do not represent entire industry. Volvo White does not report separate factory sales figures for Class 8 Volvo, White and Autocar trucks (combined as 10,999 domestic units above). However, retail sales figures reported by Volvo White Truck Corp. show Class 8 White as 8,626 representing a 76% share, Autocar at 1,678 for 15% and Volvo at 1,057 for 9%. Total Volvo White retail sales Class 8 equals 11,361 units.

Total truck sales for all Classes were down slightly in 1986. In the heavy weight classes, Class 6 sales declined 30%, Class 7 dipped 4% and Class 8 dropped 14%.

The 30% decline in factory sales of Class 6 trucks was shared by every make, ranging from International's (Navistar) 23% decline (4,360 units) to Mercedes' 10% decline (204 units). International's Class 6 market share

dropped 7.4%, while Mercedes' share increased slightly despite the loss in unit sales.

Ford and Chevrolet pulled Class 7 factory sales down 4% with the others experiencing minimal gains. The notable exception was that International's factory sales increased 4,445 (24%). International's Class 7 market share increased 6.7%. Ford's Class 7 market share dropped 5.3%.

In Class 8 GMC was off sharply 3,631 units (34%). Next was Mack, off 7,491 (32%), followed by Ford, down 3,586 (26%). Kenworth, International, Peterbilt and Volvo White suffered slight declines in 1986. Mack suffered the largest market share loss (4%), with Ford and GMC the only other market share losers. International registered the largest increase in market share, 2.8%.

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# PRIVATE FLEETS

By an overwhelming margin, private carriage is the dominant player in the U.S. trucking industry, based on the number of vehicles operated. Private carriage has become as complex as it is big. Using data collected by CCJ, these exclusive listings include a breakdown of types of vehicles the private carriers operate.



# PRIVATE FLEETS

| GENERAL INDUSTRY                  | Headquarters          | Straight Trucks | Trailers | Trailers | Cars  | OH    | Total | Mileage | %    |
|-----------------------------------|-----------------------|-----------------|----------|----------|-------|-------|-------|---------|------|
| Westinghouse Electric Corp        | Pittsburgh, Pa.       | 2400            | 440      | 300      | 4400  | 0     | 7540  | 170     | 0    |
| Tonywell, Inc                     | Minneapolis, Minn.    | 2629            | 0        | 0        | 4658  | 0     | 7287  | 120.4   | 100  |
| Goodyear Tire & Rubber            | Akron, Oh.            | 4000            | 100      | 100      | 2500  | 50    | 6750  | NA      | 0    |
| Wicks Companies, Inc              | Santa Monica, Calif.  | 1073            | 412      | 1061     | 1484  | 1299a | 5329  | NA      | 60   |
| Union Carbide Corp, Linds Div     | Springfield, N.J.     | 10              | 400      | 500      | 3500  | 50    | 4460  | NA      | 90   |
| Dr Products & Chemicals, Inc      | Allentown, Pa.        | 340             | 500      | 1360     | 500   | 170   | 2870  | 48      | 0    |
| I.L. Industries, Inc              | Houston, Tex.         | 1046            | 155      | 523      | 1014  | 80    | 2818  | 52.4    | 10   |
| National Liner Service            | Atlanta, Ga.          | 1910            | 25       | 50       | 400   | NA    | 2385  | 35      | NA   |
| Valence Electric                  | Cleveland, Oh.        | 110             | 25       | 50       | 2100c | 0     | 2285  | NA      | 95   |
| Ingersoll-Rand Co Ltd             | Woodcliff Lake, N.J.  | 0               | 39       | 132      | 2010  | NA    | 2181  | 43      | 100  |
| Montgomery Ward & Co              | Chicago, Ill.         | 1800b           | 0        | 0        | 120   | 0     | 1920  | 34      | 100  |
| Royd S Pike Electrical Contractor | Mount Airy, N.C.      | 992             | 4        | 376      | 31    | 427   | 1830  | NA      | 0    |
| Greif Brothers Corp               | Delaware, Oh.         | 42              | 272      | 1351     | 126   | 0     | 1791  | NA      | 0    |
| Environmental Industries          | Calabasas, Calif.     | 805             | 35       | 420      | 100   | 360   | 1720  | NA      | 0    |
| Trinity Industries                | Dallas, Tex.          | 10              | 194      | 600      | 115   | 700   | 1619  | 13.9    | 9    |
| American Hoechst Corp             | Somerville, N.J.      | 93              | 12       | 68       | 1408  | 0     | 1581  | 40      | 97.7 |
| Hewlett Packard, S Sales Reg      | Atlanta, Ga.          | 0               | 0        | 0        | 1519  | 0     | 1519  | 27      | 0    |
| American Greetings                | Cleveland, Oh.        | 5               | 25       | 60       | 1400  | 0     | 1490  | 26      | NA   |
| American Union Supply Co          | Minneapolis, Minn.    | 1430            | 19       | 24       | 0     | 9     | 1482  | 21      | 0    |
| West Point Paperell Trans. Co.    | West Point, Ga.       | 2               | 175      | 731      | 430   | 6     | 1344  | 18      | 100  |
| Potlatch Corp                     | San Francisco, Calif. | 462             | 103      | 110      | 136   | 413   | 1224  | NA      | 1.5  |
| W Wright Construction             | Richmond, Va.         | 750             | 60       | 275      | 23    | 90    | 1198  | NA      | 0    |
| Caterpillar Tractor Co            | Peoria, Ill.          | 300             | 60       | 365      | 450   | 0     | 1175  | NA      | 72   |
| Brad Ragan, Inc                   | Spruce Pine, N.C.     | 740             | 29       | 54       | 300   | NA    | 1123  | NA      | 0    |
| Beckman Instruments               | Fullerton, Calif.     | 18              | 2        | 5        | 1063  | 6     | 1094  | 40      | 100  |
| Hillendbrand Industries, Inc      | Batesville, Ind.      | 275             | 215      | 508      | 79    | 7     | 1084  | 24.3    | 0    |
| Scott's Inc                       | Winter Haven, Fla.    | 375             | 40       | 180      | 39f   | 450b  | 1084  | NA      | NA   |
| Liquid Air Ind, Gases Div         | Walnut Creek, Calif.  | 5               | 220      | 690      | 106a  | 0     | 1021  | 17.8e   | 23   |
| Sully-Miller Contracting Co       | Long Beach, Calif.    | 569             | 111      | 226      | 66    | 30    | 1002  | NA      | 9    |
| Texas Industries, Inc             | Dallas, Tex.          | 500             | 100      | 100      | 300   | NA    | 1000  | NA      | 40   |
| Northrop Aircraft Div             | Hawthorne, Calif.     | 305d            | 18       | 56       | 88    | 515d  | 982d  | 3.3     | 1    |
| Rite Aid Corp                     | Harrisburg, Pa.       | 105b            | 90       | 150      | 600   | 2     | 947   | 6       | 0    |
| Terminal Freight Handling Co.     | Dallas, Tex.          | 55              | 261      | 622      | 2     | 0     | 940   | 18      | 0    |
| Western Auto Supply               | Kansas City, Mo.      | 0               | 240      | 494      | 164   | 0     | 898   | 16.4    | 0    |
| Brookmans Div, Evans Products     | Braintree, Mass.      | 175             | 24       | 68       | 185   | 385   | 837   | 8.5     | 22   |
| Ormetek, Inc                      | Bloomington, Ill.     | 5               | 123      | 679      | 0     | 0     | 807   | 10.5    | 7    |
| Johnson Controls Battery Div      | Milwaukee, Wisc.      | 0               | 234      | 570      | 0     | 0     | 804   | 13.3    | 0    |
| Janis J & S, Inc                  | Wilmington, Del.      | 130             | 20       | 90       | 20    | 450   | 710   | 2       | 0    |
| Indus Industrial Machinery Co     | Lakeland, Fla.        | 40              | 4        | 4        | 90    | 570   | 708   | 5       | 0    |
| Armstrong Co of America           | Pittsburgh, Pa.       | 0               | 81       | 626      | 0     | 0     | 707   | 7.8     | 12   |
| Continental Can Co                | Oak Brook, Ill.       | 0               | 185      | 435      | 9     | 2     | 631   | 19.6    | 60   |
| Union Camp Corp                   | Wayne, N.J.           | 0               | 152      | 318      | 0     | 0     | 470   | NA      | 0    |
| Denbro Corp                       | Pittsfield, Me.       | 75              | 12       | 50       | 24f   | 250   | 411   | NA      | 3    |
| Atlanta Industries Inc            | Atlanta, Ga.          | 45              | 55       | 98       | 75    | 5     | 278   | NA      | 95   |

\* — does not include cars, a — light trucks, b — includes vans, c — includes light trucks, d — includes some miscellaneous equipment, e — trucks only, f — light pick-ups, NA — not available

# PRIVATE FLEETS

| LEASE/RENTAL                      | Headquarters           | Trucks | Trailers | Other  | NA      | NA   | NA       |
|-----------------------------------|------------------------|--------|----------|--------|---------|------|----------|
| Peterson, Howell & Heather        | Baltimore, Md.         | 66,000 | e        | 4,000  | 170,000 | 8000 | 248,000  |
| Ryder Truck Rental                | Miami, Fla.            | 56,441 | 27,563   | 21,814 | 2070    | NA   | 107,974k |
| D & K Financial Corp.             | Lincolnshire, Ill.     | 23,500 | 2500     | 4500   | 70,000  | NA   | 100,500  |
| Lord Lease                        | Minneapolis, Minn.     | 800    | 5900     | 1100   | 58,000  | 0    | 65,800   |
| Enterprise Leasing Co             | St. Louis, Mo.         | 3200   | 250      | 0      | 58,000  | 200  | 61,650   |
| Automotive Rentals, Inc.          | Maple Shade, N.J.      | 400    | 630      | 800    | 43,250  | NA   | 45,080   |
| Geico TIP Trailer Leasing         | Bala Cynwyd, Pa.       | 0      | 0        | 36,000 | 0       | 0    | 36,000   |
| Hertz-Penske Truck Leasing        | Reading, Pa.           | 14,400 | 8000     | 5300   | 3000    | 0    | 30,700b  |
| McDonnell Douglas Financial Group | Long Beach, Calif.     | 3000   | 2800     | 15,000 | 4000    | 500  | 25,300   |
| Amtralease                        | Cherry Hill, N.J.      | 7769   | 10,188   | 5755   | 700     | 0    | 24,412   |
| Transamerica Trailer Services     | Piscataway, N.J.       | 0      | 0        | 20,000 | 0       | 0    | 20,000   |
| National Lease                    | Chicago, Ill.          | 9500   | 13,750   | NA     | 0       | 0    | 23,250   |
| Rollins Leasing Corp              | Wilmington, Del.       | 3100   | 6300     | 4600   | 0       | 0    | 14,000   |
| All-State Vehicles, Inc.          | Long Island City, N.Y. | 800    | 0        | 0      | 13,000  | 0    | 13,800   |
| Ruan Trans. Mgt. Systems          | Des Moines, Ia.        | 620    | 5515     | 6010   | 1000    | 0    | 13,145   |
| Geico Truck Leasing               | Chesterfield, Mo.      | 3273   | 5809     | 3461   | 0       | 0    | 12,543   |
| AJF Leasing                       | St. Louis, Mo.         | 0      | 0        | 12,000 | 0       | 0    | 12,000   |
| Trucklease Corp                   | Worcester, Mass. (j)   | 2397   | 1268     | 835    | 6000    | 0    | 10,500   |
| Transamerica Corp (d)             | San Francisco, Calif.  | 240    | 0        | 6875   | 2480    | 0    | 9595     |
| Chancellor Fleet Corp             | Boston, Mass.          | 202    | 2728     | 4864   | 0       | 861  | 8655     |
| Farm Credit Leasing Services      | Minneapolis, Minn.     | 1812   | 1302     | 2841   | 2408    | 91   | 8454     |
| PLM Transportation Equipment      | San Francisco, Calif.  | 0      | 260      | 7716   | 0       | 0    | 7976     |
| Whiteford Systems                 | South Bend, Ind.       | 135    | 2183     | 2420   | 0       | 0    | 4738     |
| PACCAR Leasing Corp.              | Bellevue, WA           | 336    | 2506     | 463    | 0       | 0    | 3305     |
| Immkle Circle Leasing             | Columbus, Oh.          | 120    | 0        | 5      | 3135    | 0    | 3260     |
| Transportation Leasing Co         | Tulsa, Okla.           | 960    | 40       | 48     | 1980    | 18   | 3046     |
| Leslie Leasing Co                 | San Francisco, Calif.  | 650    | 40       | 55     | 2100    | 0    | 2845     |
| Lily Truck Leasing Corp           | Boston, Mass.          | 1155   | 754      | 727    | 40      | 5    | 2681     |
| Mendon Leasing Corp               | Brooklyn, N.Y.         | 2300   | e        | 0      | 300     | 0    | 2600     |
| Phill Baumgarten Motors, Inc (g)  | Ft. Lauderdale, Fla.   | 121    | 703      | 1411   | 76      | 0    | 2311     |
| Transervice Lease Corp            | Lake Success, N.Y.     | 1200   | 262      | 581    | 56      | 120  | 2219     |
| United Truck Leasing Corp         | Braintree, Mass.       | 1138   | 765      | 252    | 40      | 0    | 2195     |
| UPS Truck Leasing                 | Greenwich, Ct.         | 1000   | 1000     | 100    | 0       | 0    | 2100     |
| Transportation Leasing Company    | Tulsa, Ok.             | 750    | 20       | 21     | 1230    | 14   | 2035     |
| Action Mobile Office Rental       | Carson, Ca.            | 8      | 7        | 1900   | 60      | 6    | 1927     |
| Edart Truck Rental Corp           | Hartford, Conn.        | 650    | 600      | 500    | 50      | 2    | 1802     |
| DeCarolis Truck Rental            | Rochester, N.Y.        | 410    | 162      | 815    | 20      | 5    | 1412     |
| Highway Leasing Co                | Needham, Mass.         | 92     | 561      | 734    | 0       | 0    | 1387     |
| Salem Leasing Corp                | Winston-Salem, N.C.    | 79     | 441      | 689    | 0       | 0    | 1209     |
| Gordon Thompson Industries        | Jacksonville, Fla.     | 12     | 10       | 0      | 1100    | 0    | 1122     |
| HUB Truck Rental, NY Reg          | Farmingdale, N.Y.      | 825    | 107      | 0      | 20      | 0    | 952      |
| Doerr's Trailer Leasing (f)       | Orlando, Fla.          | NA     | 3        | 890    | 1       | 2    | 896      |
| Rice & Holman Leasing             | Pennsauken, N.J.       | 316    | 0        | 0      | 567     | 0    | 883      |
| Lease Line, Inc                   | N. Brunswick, N.J.     | 66     | 148      | 643    | 18      | 4    | 879      |
| Commercial Equipment Co           | Charlotte, N.C.        | 4      | 293      | 432    | 3       | 0    | 732      |
| Hunsaker Truck Lease, Inc         | Dallas, Tex.           | 120    | 260      | 240    | 0       | 0    | 620      |
| Carpet Center Leasing             | Dalton, Ga.            | 17     | 216      | 355    | 9       | 0    | 570      |
| Clark Truck Leasing               | Camden, NJ             | 315    | 122      | 42     | 5       | 0    | 484      |

a — does not include foreign-based vehicles; b — plus approximately 12,000 units acquired with buyout of leasing operations of Leaseaway; d — does not include Budget Rent-A-Car or Transamerica Interway trailer leasing; e — included in "Trucks;" f — regional fleet figures, not national; g — includes leasing division and vehicles operated by Baumgarten Transportation Co. Inc.; j — Trucklease cars controlled by Auto Rental Corp. Both are subsidiaries of Automotive Management, Inc.; k — Includes 86 buses. NA — not available.

# PRIVATE FLEETS

| FOOD                              | Headquarters          | Straight Trucks | Trailers | Trailers | Cars | On Highway | Total Vehicles | Annual Mileage (millions) | % Annual |
|-----------------------------------|-----------------------|-----------------|----------|----------|------|------------|----------------|---------------------------|----------|
| ARA Services (a)                  | Philadelphia, Pa.     | 4872            | 2580     | 5900     | 2932 | 1102       | 17,386         | 423.2                     | .08      |
| Continental Baking                | St. Louis, Mo.        | 9015            | 720      | 756      | 404  | 12         | 10,907         | 181.7                     | 48       |
| Pepsi-Cola Bottling               | Purchase, N.Y.        | 2600            | 2400     | 3000     | 800  | 1200       | 10,000         | 100                       | 10       |
| Habasco Brands, USA               | East Hanover, N.J.    | 1500            | 57       | 119      | 5000 | 0          | 6676           | 133                       | 3        |
| Kraft, Inc.                       | Glenview, Ill.        | 475             | 525      | 710      | 4500 | 0          | 6210           | 10.3                      | 70       |
| Safeway Stores                    | Oakland, Calif.       | 23              | 1542     | 3487     | NA   | 362        | 5414           | 94                        | 0        |
| Fleming Companies                 | Oklahoma City, Okla.  | 118             | 1462     | 2536     | 870  | 0          | 4986           | 96                        | 2.3      |
| Interstate Brands Corp            | Kansas City, Mo.      | 4005            | 393      | 498      | 5    | 0          | 4901           | 98                        | 0        |
| Super Valu Stores                 | Minneapolis, Minn.    | 15              | 1070     | 2347     | 765  | 93         | 4290           | 75                        | 0        |
| General Cinema Beverages          | Chestnut Hill, Mass.  | 2100b           | 300      | 360      | 310  | 430        | 3500           | 34                        | NA       |
| The Southland Corp                | Dallas, Tex.          | 927             | 877      | 1064     | 0    | 0          | 2868           | 61                        | 11       |
| Entenmann's Oroweat               | Bay Shore, N.Y.       | 2098c           | 211      | 250      | 268  | 37         | 2864           | 12                        | 0        |
| American Bakeries Co              | New York, N.Y.        | 2300            | 224      | 325      | NA   | 0          | 2849           | 54                        | 6        |
| Land O'Lakes, Inc                 | Minneapolis, Minn.    | 450             | 235      | 500      | 900d | 500        | 2585           | NA                        | 80       |
| Wetteran, Inc                     | Hazelwood, Mo.        | 20              | 628      | 1168     | 650  | 2          | 2468           | 31                        | 1        |
| Wakefern Food Corp                | Elizabeth, N.J.       | 0               | 450      | 1500     | 250  | 0          | 2200           | 25                        | f        |
| General Foods Corp                | White Plains, N.Y.    | 0               | 55       | 170      | 1975 | 0          | 2200           | 6e                        | 24       |
| Stroehmann Bakeries, Inc          | Williamsport, Pa.     | 1213            | 218      | 396      | 208  | 0          | 2035           | 40                        | 30       |
| Holly Farms Poultry Ind           | Wilkesboro, N.C.      | 188             | 446      | 822      | 188  | 300        | 1944           | 40                        | 100      |
| Tyson Foods, Inc                  | Springdale, Ariz.     | 127             | 393      | 705      | 456b | 190        | 1871           | 26                        | .24      |
| Giant Food, Inc                   | Landover, Md.         | 300             | 200      | 1200     | 20   | 4          | 1724           | 12                        | 0        |
| Campbell Taggart, Inc             | Dallas, Tex.          | 50              | 658      | 850      | 100  | 0          | 1658           | 42                        | 30       |
| Arnold Foods                      | Greenwich, Conn.      | 1200            | 95       | 120      | 180  | NA         | 1595           | 38                        | 10       |
| Acme Markets                      | Philadelphia, Pa.     | 4               | 270      | 1000     | 150  | 0          | 1424           | 12                        | NA       |
| Stop & Shop Companies             | Boston, Mass.         | 2               | 158      | 1025     | 85   | 0          | 1270           | 41                        | NA       |
| Hartz Mountain Corp               | Harrison, N.J.        | 750             | 23       | 30       | 450  | 0          | 1253           | NA                        | 100      |
| Beverage Management               | Columbus, Oh.         | 569             | 165      | 227      | 256  | 0          | 1217           | 22                        | .03      |
| Beatrice Foods, Bottled Water Div | Los Angeles, Calif.   | 892             | 52       | 79       | 79   | 104        | 1206           | 39.4                      | 60       |
| H.E. Butt Grocery Co              | Corpus Christi, Tex.  | 11              | 213      | 732      | 189  | 0          | 1145           | 30.5                      | 0        |
| Houston Coca-Cola Bottling        | Houston, Tex.         | 508b            | 188      | 225      | 60   | 160        | 1141           | 12                        | 0        |
| Thomas J. Lipton, Inc             | Englewd. Cliffs, N.J. | 58              | 1        | 6        | 950c | 0          | 1015           | NA                        | 0        |
| Martin Broyer Co                  | Des Plaines, Ill.     | 0               | 365      | 584      | 31   | NA         | 980            | 42                        | 85       |
| Northrup King Co                  | Minneapolis, Minn.    | 25              | 1        | 2        | 450b | 350        | 828            | 14                        | 0        |
| Metz Baking Co                    | Sioux City, Ia.       | 668             | 67       | 79       | 2    | 0          | 816            | 18                        | 0        |
| Drake Bakeries, Inc               | Wayne, N.J.           | 620             | 18       | 41       | 47   | 0          | 726            | 9.3                       | 0        |
| Vons Grocery Co                   | El Monte, Calif.      | 49              | 190      | 466      | 0    | 0          | 705            | 13                        | 0        |
| Central Soya Co                   | Fort Wayne, Ind.      | 62              | 96       | 187      | 191  | 164        | 700            | 9.4                       | 86       |
| Sweet Life Foods                  | Suffield, Conn.       | 0               | 117      | 300      | 257  | 7          | 681            | 5                         | 0        |
| United States Sugar               | Clewiston, Fl.        | 513             | 12       | 33       | 91   | 2          | 651            | NA                        | NA       |
| Soft-Eckrich, Inc.                | Quincy, Ill.          | 281             | 36       | 63       | 230  | 0          | 610            | 21                        | 40       |
| Chas. F. Hoffner Baking           | Troy, N.Y.            | 428             | 26       | 64       | 62   | 18         | 598            | 9.7                       | 0        |
| Mano Pro Corporation              | Los Angeles, Calif.   | 124             | 114      | 204      | 131  | NA         | 573            | 6.1                       | 1        |
| Pepperidge Farm, Inc              | Norwalk, Conn.        | 15              | 101      | 154      | 277  | 3          | 550            | 15.5                      | 100      |
| Dial Corp.                        | Phoenix, Ariz.        | 0               | 42       | 130      | 250  | 0          | 422            | 3.1                       | 100      |

\* — does not include cars, a — includes Smith's Transfer and magazine/book division, b — includes pick-up trucks, c — includes vans, d — includes light trucks, e — trucks only, f — 100% of tractors & 20% of trailers, NA — not available

# PRIVATE FLEETS

| PUBLIC UTILITIES             | Headquarters          | Straight Trucks | Trailers | Trailers | Cars  | Off Highway | Total Mileage | Annual Mileage (per vehicle) | % Owned |
|------------------------------|-----------------------|-----------------|----------|----------|-------|-------------|---------------|------------------------------|---------|
| GTE Service Corp             | Irving, Tex.          | 25,700c         | 150      | 725      | 8410  | NA          | 34,985        | 380                          | 8       |
| AT&T Information Services    | Basking Ridge, N.J.   | 5401c           | 74       | 347      | 19758 | NA          | 25580         | NA                           | NA      |
| Bell South Corp.             | Atlanta, Ga.          | 19,252          | 89       | 150      | 5294  | NA          | 24,785        | 25.5                         | 0       |
| Southwestern Bell Telephone  | St. Louis, Mo.        | 14,800c         | 12       | NA       | 4200  | 0           | 19,012        | 172                          | 0       |
| Pacific Gas & Electric       | San Francisco, Calif. | 9289            | 100      | 3913     | 3016  | 230         | 16,548        | NA                           | 0       |
| Pacific Bell                 | San Francisco, Calif. | 11,705c         | 28       | 28       | 2392  | NA          | 14,153        | NA                           | 0       |
| Florida Power & Light        | Miami, Fla.           | 2914c           | 43       | 980      | 4174  | 487         | 8598          | NA                           | NA      |
| Southern California Edison   | Pomona, Calif.        | 3553            | 80       | 1087     | 1967  | 813         | 7500          | 60                           | 100     |
| New England Telephone        | Boston, Mass.         | 5661c           | 0        | 0        | 1707  | 0           | 7368          | 69                           | 14      |
| American Elec. Power System  | Columbus, Oh.         | 4130            | 45       | 130      | 2040  | 510         | 6855          | 68                           | 98      |
| Southern California Gas Co   | Los Angeles, Calif.   | 4506            | 12       | 298      | 1296  | 570         | 6682          | 52                           | 100     |
| Duke Power Co                | Charlotte, N.C.       | 2800            | 77       | 1150     | 1150  | 1050        | 6227          | 64                           | 0       |
| LA Dept Water & Power        | Los Angeles, Calif.   | 3200            | 53       | 329      | 1280  | 1010        | 5872          | 51                           | 9       |
| General Public Utilities     | Parsippany, N.J.      | 2667            | 26       | 1148     | 1292  | 673         | 5806          | 51                           | 75      |
| Public Service Elec & Gas    | Newark, N.J.          | 2422c           | 10       | 662      | 1760  | 528         | 5382          | 37.1                         | 0       |
| Consumers Power Co           | Jackson, Mich.        | 2874            | 40       | 872      | 662   | 510         | 4958          | 37.8                         | NA      |
| Niagara Mohawk Power Corp    | Syracuse, N.Y.        | 2654            | 27       | 906      | 710   | 486         | 4783          | 39                           | 88      |
| Commonwealth Edison          | Maywood, Ill.         | 1907            | 46       | 709      | 1594  | 182         | 4438          | 45                           | 1       |
| Con Edison of NY             | Astoria, N.Y.         | 2576            | 25       | 199      | 1100  | 433         | 4333          | 5                            | 0       |
| N Indiana Public Service     | Hammond, Ind.         | 1617            | 20       | 680      | 535   | 784         | 3636          | 19                           | 8       |
| Columbia Gas Distribution    | Columbus, Oh.         | 1873            | 8        | 214      | 888   | 611         | 3594          | 41                           | 100     |
| Northern States Power Co     | Minneapolis, Minn.    | 1855            | 11       | 622e     | 1003  | 16          | 3507          | 14                           | 0       |
| S New England Telephone      | New Haven, Conn.      | 1871            | 7        | 200      | 1212  | NA          | 3290          | 27.8                         | 0       |
| Arizona Public Service Co    | Phoenix, Ariz.        | 1710            | 20       | 475      | 712   | 285         | 3202          | 31                           | 5       |
| ARKLA, Inc                   | Shreveport, La.       | 1480            | 33       | 748      | 292   | 603         | 3156          | NA                           | 0       |
| Pennsylvania Power & Light   | Allentown, Pa.        | 1250            | 16       | 650      | 888   | 230         | 3034          | 0                            | 100     |
| Public Service Co of CO      | Denver, Colo.         | 1599            | 17       | 545      | 413   | 351         | 2925          | 23.1                         | 0       |
| Long Island Lighting Co.     | Hicksville, N.Y.      | 1394            | 13       | 427      | 683   | 367         | 2884          | 11                           | 0       |
| Detroit Edison               | Detroit, Mich.        | 1500            | 60       | 600      | 400   | 225         | 2785          | 30                           | 90      |
| Philadelphia Electric        | Berwyn, Pa.           | 1416            | 22       | 473      | 737   | 23          | 2671          | 16                           | 100     |
| Central Telephone Co         | Chicago, Ill.         | 1819            | 0        | 60       | 675   | 20          | 2574          | 25.9                         | 0       |
| San Diego Gas & Electric     | San Diego, Calif.     | 1326            | 60       | 284      | 660   | 133         | 2463          | 24                           | 0       |
| New York State Elec. & Gas   | Binghamton, N.Y.      | 1314            | 14       | 303      | 471   | 294         | 2396          | 20.5                         | 63      |
| Baltimore Gas & Electric     | Baltimore, Md.        | 1466            | 17       | 33       | 871   | 0           | 2387          | 22                           | 12      |
| Illinois Power               | Decatur, Ill.         | 1028            | 5        | 480      | 354   | 396         | 2263          | 13                           | 0       |
| General Telephone of NW      | Everett, Wash.        | 1363c           | 11       | 88       | 651   | 0           | 2113          | 19.6                         | 3       |
| Jersey Central Power & Light | Morristown, N.J.      | 948b            | 8        | 522      | 370   | 183         | 2031          | 21                           | 66      |
| Appalachian Power Co         | Roanoke, Va.          | 1108c           | 7        | 273      | 418   | 224         | 2030          | 22                           | 98      |
| Northern Illinois Gas        | Naperville, Ill.      | 989             | 3        | 215      | 497   | 281         | 1985          | 24                           | 0       |
| Salt River Project           | Phoenix, Ariz.        | 1139            | 18       | 213      | 309   | 275         | 1954          | 16.1                         | 0       |
| Cincinnati Gas & Electric    | Cincinnati, Oh.       | 826             | 12       | 228      | 518   | 276         | 1860          | 14                           | 0       |
| Oklahoma Gas & Electric      | Oklahoma City, Okla.  | 940             | 25       | 322      | 222d  | 325         | 1834d         | 16                           | 0       |
| Pacific Power & Light        | Portland, Ore.        | 1176            | 8        | 337      | 245   | 24          | 1790          | 14.6                         | 85      |
| Illinois Bell Telephone Co   | Springfield, Ill.     | 255             | 96       | 406      | 943   | 0           | 1700          | NA                           | 0       |
| Public Service Indiana       | Plainfield, Ind.      | 735             | 9        | 440      | 312   | 145         | 1691          | 15.5                         | 86      |
| Memphis Light, Gas & Water   | Memphis, Tenn.        | 825             | 10       | 185      | 215   | 398         | 1633          | 11                           | 0       |
| Michigan Consolidated Gas    | Detroit, Mich.        | 896             | 6        | 103      | 490   | 128         | 1623          | 19                           | 0       |

\* — does not include cars, a — includes vans, b — includes 464 pick-up trucks, c — includes vans and light trucks, d — does not include contract cars, e — does not include semi-construction equipment, NA — not available.

# PRIVATE FLEETS

| CITY GOVERNMENTS*                | Police | Fire | Public Works | Sanitation | On Highway | Total Vehicles | Personnel (FTE) | % Licensed |
|----------------------------------|--------|------|--------------|------------|------------|----------------|-----------------|------------|
| Baltimore, Md.                   | 2700fp | 15   | 25           | 2000b      | 400        | 5140           | NA              | 0          |
| Bakers, Ca.                      | 953    | 38   | 134          | 1385b      | 2652       | 5126           | NA              | NA         |
| Birmingham, Ala.                 | 2003e  | 152  | 297          | 1528c      | 447a       | 4427a          | 34.6            | 0          |
| Boston, Tex. Equip Services Dept | 1845   | 48   | 137          | 1568       | 423        | 4063c          | 48.4            | .003       |
| San Francisco, Calif.            | 911    | 31   | 18           | 1050b      | 1404       | 3414           | NA              | 0          |
| Chesapeake, Va.                  | 1182   | 6    | 157          | 1071       | 718        | 3134           | 16              | 0          |
| Dallas, Tex.                     | 1095e  | 61   | 180          | 808c       | 540        | 2684           | 9.5             | 0          |
| San Antonio, Tex.                | 1109   | 35   | 44           | 822        | 404        | 2414           | 35              | 0          |
| San Jose, Calif.                 | 1123   | 59   | 27           | 620        | 402        | 2231           | NA              | 0          |
| Baton Rouge, La.                 | 611    | 5    | 43           | 836        | 145        | 1640           | NA              | 1          |
| Long Beach, Calif.               | 588    | 4    | 78           | 640        | 252        | 1562           | NA              | 0          |
| Sacramento, Calif.               | 342    | 5    | 200          | 808        | 150        | 1505           | 11.3            | 0          |
| San Diego, Calif.                | 1080   | 75   | 75           | 90         | 150        | 1470j,l        | 13              | 0          |
| San Jose, Calif.                 | 487    | 31   | 66           | 518        | 364a       | 1466b          | 12.3            | 0          |
| Memphis, Tenn.                   | 640    | 20   | 70           | 500        | 220        | 1450           | NA              | 0          |
| Norfolk, Va.                     | 560    | 2    | 26           | 415        | 382        | 1385           | 9               | 0          |
| Corpus Christi, Tex.             | 687    | 115  | 70           | 346        | 141        | 1359           | 12.7            | 0          |
| Charlotte, N.C.                  | 365    | 2    | 2            | 833        | 141        | 1343           | 15.5            | 0          |
| Anaheim, Calif.                  | 370    | 1    | 93           | 318        | 534        | 1316           | 5               | 2          |
| Salt Lake City, Ut.              | 320    | 235  | 40           | 400b       | 297        | 1292           | 7               | 0          |
| Lexington, Ky.                   | 367    | 58   | 38           | 544        | 277        | 1284           | 9               | 0          |
| Clearwater, Fla.                 | 397    | 11   | 56           | 310        | 498        | 1272a          | 4               | 0          |
| Greensboro, N.C.                 | 225g   | 2    | 119          | 573a       | 279b       | 1198           | 10.5            | 0          |
| Tallahassee, Fla.                | 586    | 8    | 109          | 255        | 216        | 1174           | 9.1             | 0          |
| Shreveport, La.                  | 300    | 15   | 16           | 450        | 350        | 1131           | NA              | 0          |
| Louisville, Ky.                  | 348    | 77   | 42           | 664        | 0          | 1131           | NA              | NA         |
| Newport News, Va.                | 497    | 2    | 86           | 367        | 164m       | 1116           | NA              | 0          |
| Jackson, Miss.                   | 450    | 20   | 20           | 500        | 125        | 1115           | NA              | 0          |
| Liberty, Tex.                    | 237e   | 50   | 169          | 361b       | 287        | 1104           | 7               | 0          |
| Orlando, Fla.                    | 407    | 63   | 138          | 396        | 28         | 1032           | NA              | 0          |
| Fort Lauderdale, Fla.            | 361    | 16   | 177          | 400        | 47         | 1001           | 4.2             | 0          |
| Raleigh, N.C.                    | 426    | 1    | 73           | 335        | 155        | 990            | 8.4             | .1         |
| Los Angeles, Calif. Fire Dept    | 513    | 75   | 75           | 304        | 10         | 977            | NA              | 0          |
| Riverside, Calif.                | 470    | 2    | 90           | 232        | 167        | 961a,b,c       | NA              | 0          |
| El Paso, Tex.                    | 565    | 17   | 18           | 50         | 280a,h     | 930            | NA              | 0          |
| Winston Salem, N.C.              | 359    | 3    | 27           | 388        | 121        | 898            | 7.1             | 0          |
| Knoxville, Tenn.                 | 366    | 5    | 22           | 347        | 117        | 857            | 14              | 54         |
| Rochester, N.Y.                  | 345    | 1    | 29           | 360        | 95         | 830            | 7               | 0          |
| Pontiac, Mich.                   | 175    | 1    | 28           | 102j,l     | 488a       | 794,c,d        | NA              | .007       |
| Savannah, Ga.                    | 358    | 1    | 1            | 318        | 88         | 766            | NA              | 0          |
| Roanoke, Va.                     | 323    | 8    | 33           | 209        | 189        | 762k,o         | NA              | 0          |
| Montgomery, Ala.                 | 355    | 1    | 2            | 316        | 73         | 747a           | NA              | 0          |
| Little Rock, Ark.                | 323    | 2    | 12           | 269c       | 135        | 741            | 5.4             | 0          |
| Hampton, Va.                     | 289    | 2    | 13           | 240b       | 150        | 694a           | NA              | 0          |
| Portsmouth, Va.                  | 182    | 35   | 49           | 267b       | 140        | 673j,k         | NA              | 0          |
| Wichita, Kan.                    | 125    | 2    | 5            | 200        | 60         | 392            | NA              | 0          |

\* — does not include cars; # — may not include all departments; a — includes miscellaneous vehicles; b — includes police fleet; c — includes motorcycles; d — does not include education or fire dept; e — includes fire trucks; f — includes 340 light trucks; g — does not include water or fire dept; h — does not include fire, police, health or water depts; i — does not include public transit or fire dept; j — does not include fire dept; k — does not include school bus fleet; l — does not include police dept; m — includes street maintenance equipment; n — includes 59 vans and 9 ambulances; o — does not include transit; p — includes 300 school buses; NA — not available.

# PRIVATE FLEETS

| STATE GOVERNMENT#                                 | Headquarters   | Straight Trucks | Trucks | Trailers | Cars  | On Highway | Total Vehicles | *Annual Mileage (millions) |
|---------------------------------------------------|----------------|-----------------|--------|----------|-------|------------|----------------|----------------------------|
| North Carolina DOT/Hwy Div                        | Raleigh        | 5542            | 101    | 862      | 0     | 11,641     | 18,146         | 65                         |
| Texas Hwy & Public Trans                          | Austin         | 6696            | 112    | 106      | 1147  | 9402       | 17,463         | 106                        |
| California DOT                                    | Sacramento     | 4733            | 75     | 295      | 3069  | 4186       | 12,358         | NA                         |
| Massachusetts Motor Vehicle Management Bureau     | Boston         | 3486            | 0      | 0        | 3311  | 2628       | 9425           | NA                         |
| Pennsylvania DOT                                  | Harrisburg     | 4362            | 58     | 238      | 676   | 3836       | 9170           | NA                         |
| Virginia Hwy & Trans Dept                         | Richmond       | 3837            | 55     | 69       | 2700  | 2494       | 9155           | NA                         |
| Georgia DOT                                       | Atlanta        | 1389            | 54     | 375d     | 632   | 6521       | 8971           | NA                         |
| Florida DOT                                       | Tallahassee    | 3004            | 63     | 400      | 1192  | 2586       | 7245           | 75                         |
| Kentucky Trans Cabinet                            | Frankfort      | 4682c           | 26     | 34       | 1792  | 141        | 6675           | 70e                        |
| Michigan Management/Budget Dept., Motor Trans Div | Lansing        | 1471            | 16     | 6        | 5134  | 11         | 6638           | NA                         |
| NJ DOT                                            | Trenton        | 1189            | 6      | 7        | 712   | 4645       | 6559           | 25                         |
| Arkansas Hwy. Trans. Dept.                        | Little Rock    | 2713            | 68     | 29       | 290   | 3000       | 6100           | 36                         |
| Missouri DOT/Hwy Dept                             | Jefferson City | 2518b           | 14     | 14       | 643   | 2815       | 6004           | NA                         |
| New York DOT                                      | Albany         | 3500            | 68     | 68       | 800   | 1500       | 5936           | 30                         |
| Oregon DOT/Hwy Div                                | Salem          | 964             | 32     | 291      | 1372c | 2364       | 5023           | 34                         |
| South Carolina Hwy/Public Trans                   | Columbia       | 2611            | 162    | 349      | 1664  | 0          | 4786           | NA                         |
| Alaska DOT                                        | Juneau         | 2626c           | 23     | 116      | 657   | 1021       | 4443           | NA                         |
| Indiana Hwy Dept                                  | Indianapolis   | 1234            | 30     | 25       | 2143b | 950        | 4382           | 40                         |
| Iowa DOT                                          | Ames           | 2112            | 12     | 12       | 507   | 886        | 3529           | 22                         |
| Colorado Dept. Highways                           | Denver         | 1970b           | 24     | 331      | 322   | 793        | 3440           | NA                         |
| Illinois DOT                                      | Springfield    | 1989            | 13     | 300      | 848   | 0          | 3150           | 95                         |
| Kansas DOT                                        | Topeka         | 1485c           | 17     | 71       | 234   | 1147       | 2954           | NA                         |
| North Dakota Hwy. Dept.                           | Bismarck       | 330             | 16     | 16       | 525   | 2000       | 2887           | 23                         |
| D.C. Dept of Pub Works                            | Washington     | 1733            | 26     | 409      | 355   | 111        | 2634           | 1                          |
| New Mexico Hwy. Dept.                             | Roswell        | 785             | 65     | 561      | 339   | 858        | 2608           | NA                         |
| Arizona DOT                                       | Phoenix        | 589             | 17     | 248      | 1328b | 328        | 2510           | 24                         |
| Tennessee Dept. Gen. Ser.                         | Nashville      | 258             | 15     | 0        | 1604b | 413        | 2290           | 35                         |
| Maryland Hwy Admin                                | Baltimore      | 950             | 14     | 16       | 250   | 1000       | 2230           | NA                         |
| Minnesota DOT                                     | St. Paul       | 1000a           | 40     | 150      | 310   | 700        | 2200           | 8.5                        |
| West Virginia Hwy Dept                            | Charleston     | 847             | 17     | 167      | 413   | 626        | 2070           | NA                         |
| Mississippi Hwy. Dept.                            | Newton         | 1518            | 47     | 174      | 248   | 45         | 2032           | 10                         |
| Connecticut DOT                                   | Wethersfield   | 1289            | 13     | 13       | 420   | 266        | 2001           | NA                         |
| Montana Hwy Dept                                  | Helena         | 980             | 61     | 141      | 125   | 498        | 1805           | 15                         |
| Utah DOT                                          | Salt Lake City | 1077c           | 12     | 84       | 215   | 399        | 1787           | 22                         |
| Wisconsin Dept of Admin                           | Madison        | 5               | 0      | 0        | 1600  | 0          | 1605           | 35                         |
| South Dakota DOT                                  | Pierre         | 825             | 9      | 70       | 120   | 502        | 1526           | NA                         |
| Maine DOT/Motor Trans Ser                         | Augusta        | 600             | 12     | 200      | 421   | 250        | 1483           | NA                         |
| Alabama Dept. Pub. Safety                         | Montgomery     | 20              | 5      | 0        | 1200  | 0          | 1225           | NA                         |
| Washington Dept. Nat. Resources                   | Olympia        | 616             | 7      | 160      | 251   | 128        | 1162           | 9.2                        |
| New Jersey Turnpike Auth.                         | Hightstown     | 350             | 4      | 81       | 250   | 450        | 1135           | NA                         |
| Idaho DOT                                         | Boise          | 918a            | 20     | 73       | 114   | 0          | 1125           | 13                         |
| Nebraska Dept. Roads                              | Lincoln        | 525             | 67     | 53       | 325   | 0          | 970            | NA                         |
| Delaware DOT                                      | Dover          | 540a            | 11     | 12       | 229   | 175        | 967            | NA                         |
| New Hampshire Hwy Pub Works                       | Concord        | 507b            | 2      | 8        | 218   | 131        | 866            | 10                         |
| Hawaii DOT                                        | Honolulu       | 272             | 7      | 30       | 114   | 62         | 485            | NA                         |
| Louisiana DOT                                     | Monroe         | 265             | 5      | 11       | 26    | 145        | 452            | NA                         |
| Nevada DMV, Hwy Patrol                            | Carson City    | 22c             | 0      | 8        | 253   | 4          | 287            | 5                          |

\* - does not include cars; # - may not include all departments; a - includes pickup trucks; b - includes pick-ups and vans; c - includes pick-up trucks, vans and miscellaneous vehicles; d - includes 225 utility trailers; e - includes cars; NA - not available.

# PRIVATE FLEETS

| PETROLEUM                     | Headquarters        | Straight Trucks | Tractors | Trailers | Cars  | Off Highway | Total Vehicles | Annual Mileage (millions) | % owned |
|-------------------------------|---------------------|-----------------|----------|----------|-------|-------------|----------------|---------------------------|---------|
| Phillips Petroleum            | Bartlesville, Okla. | 2972            | 160      | 684      | 689   | 1547        | 6052           | NA                        | 0       |
| Tenneco, Inc.                 | Houston, Tex.       | 2300b           | 200      | 450      | 2900  | 125         | 5975           | NA                        | 85      |
| Dowell Schlumberger           | Houston, Tex.       | 1072            | 918      | 1374     | 2000a | NA          | 5364           | 6.0                       | NA      |
| Conoco Inc.                   | Houston, Tex.       | 2000            | 365      | 650      | 1000  | 800         | 4815           | NA                        | 0       |
| Petrolane, Inc.               | Long Beach, Calif.  | 2445            | 123      | 180      | 80    | 0           | 2828           | NA                        | 14      |
| Arco Oil & Gas                | Dallas, Tex.        | 984             | 47       | 361      | 731   | 530         | 2653           | 34.6                      | 0       |
| Exxon Co USA                  | Houston, Tex.       | 295             | 281      | 275      | 700   | 0           | 1551           | 28.7                      | 0       |
| Chevron USA                   | San Francisco, Ca.  | 30              | 116      | 430      | 700   | 0           | 1276           | NA                        | 0       |
| Texaco Refining & Mkt, Inc.   | Houston, Tex.       | 74              | 148      | 201      | 804   | NA          | 1227           | 34.5                      | 100     |
| Natural Gas Pipeline Co of Am | Lombard, Ill.       | 584             | 139      | 117      | 301   | 0           | 1141           | 17                        | 0       |
| Weltach, Inc.                 | Houston, Tex.       | 475             | 46       | 50       | 25    | 470         | 1066           | 20.2                      | 37      |
| Amerigas, Inc.                | Valley Forge, Pa    | 350             | 150      | 225      | 335   | 0           | 1060           | 22                        | 65      |
| Transco Energy Co             | Houston, Tex.       | 450             | 12       | 100      | 325   | 50          | 937            | 13                        | 0       |
| Sun Refining & Mkt Co         | Philadelphia, Pa.   | 75              | 180      | 275      | 400   | NA          | 930            | 20                        | 15      |
| Mobil Oil Corp (c)            | Fairfax, Va.        | 50              | 310      | 410      | 0     | 160         | 930            | 22.0                      | 5       |
| Big Three Industries, Inc.    | Houston, Tex.       | 133             | 131      | 357      | 220   | 80          | 921            | NA                        | 0       |
| Hillburton Services           | Wichita, Kan.       | 70              | 170      | 312      | 87    | 86          | 725            | NA                        | 0       |
| Meenan Oil Co                 | Wantagh, N.Y.       | 490             | 40       | 35       | 94    | 6           | 665            | NA                        | 0       |
| Union Oil Western Region Mkt  | Los Angeles, Calif. | 68              | 80       | 90       | 360   | 0           | 598            | 17                        | 0       |

\* — does not include cars; a — includes pick-up trucks; b — includes light trucks and vans; c — marketing dept only; NA — not available

| FEDERAL GOVERNMENT*                 | Trucks & Tractors | Cars & Station Wagons | Ambulances | Buses | Total Vehicles |
|-------------------------------------|-------------------|-----------------------|------------|-------|----------------|
| US Postal Service                   | 123,600           | 12,187                | 0          | 10    | 135,797        |
| General Services Administration (a) | 36,607            | 51,633                | 158        | 3705  | 92,103         |
| Air Force                           | 44,296            | 5828                  | 1260       | 2297  | 53,681         |
| Army                                | 35,264            | 10,671                | 1023       | 2969  | 49,927         |
| Agriculture Department              | 26,786            | 4241                  | 1          | 45    | 31,073         |
| Navy                                | 22,676            | 3104                  | 606        | 1011  | 27,397         |
| Justice Department                  | 3287              | 11,449                | 7          | 135   | 14,878         |
| Interior Department                 | 12,695            | 1843                  | 11         | 223   | 14,772         |
| Department of Energy                | 10,761            | 1967                  | 57         | 268   | 13,053         |
| Treasury Department                 | 1122              | 6979                  | 1          | 12    | 8114           |
| Marine Corps                        | 5995              | 660                   | 0          | 333   | 6988           |
| Civil Works, Corps of Engineers     | 6089              | 850                   | 4          | 18    | 6961           |
| Tennessee Valley Authority          | 2412              | 1380                  | 14         | 0     | 3806           |
| State Department                    | 1248              | 942                   | 8          | 0     | 2198           |
| Labor Department                    | 1324              | 354                   | 17         | 50    | 1745           |
| National Aeronautics & Space Admin  | 993               | 201                   | 13         | 11    | 1218           |

a — most vehicles are in Interagency Motor Pool and rented or leased to other government fleets. There is no duplication with other fleets listed; \* — source: General Services Administration Report, printed 1986.

## Attention Private Carriers:

Companies that operate 300 or more vehicles and wish to be considered for inclusion in CCJ's 1987 list of private fleets should mail a self-addressed envelope to: Fleet List, CCJ, Chilton Way, Radnor, Pa. 19089-0060. Your return envelope will be used to forward a questionnaire. Carriers wishing to participate in the next PTCA-sponsored study of private fleet costs should contact The Private Truck Council of America, Inc., 2022 P St., N.W., Washington, D.C. 20036.